

THE NATIONAL Provisioner

LIBRARY
A & M. COLLEGE OF TEXAS

Leading Publication in the Meat Packing and Allied Industries Since 1891

BUSSE BROKERAGE

DENOMINATOR DRESSED HOG SPECIALISTS

BOARD OF TRADE BUILDING * SIXTEENTH FLOOR
THE DRESSED HOG BROKERS * CHICAGO

HOW DENOMINATOR PRICING METHOD ORIGINATED AND DEVELOPED

Irvin A. Busse originated the Denominator Method of pricing Dressed Hogs 25 years ago. At that time he saw the possibility of selling Dressed Hogs on a weekly year around basis. The problem was how to work out a simple, stable, continuing pricing arrangement which was safe and fair to both buyer and seller.

This was accomplished by first determining the price of the Dressed Hogs by considering the live hog cost, the value of the killing credits, the yield, the killing and chilling expense, the transportation and other expense, a nominal profit, and the market factor. This Dressed Hog price was then divided by the quoted live hog market and the resulting figure was called the Denominator by Mr. Busse, since it was the common denominator reflecting all the factors making up the Dressed Hog price. Conversely, the Dressed Hog price could then be determined very simply by merely multiplying the current live hog market by the previously agreed upon Denominator.

The BUSSE BASIC DENOMINATOR SCHEDULE is a refinement of the original Busse Denominator Method of pricing and was subsequently devised by Mr. Busse for the convenience of the "trade". It lists the live hog weight ranges, the corresponding Dressed Hog weight ranges and the applicable Busse Basic Denominators. The different Denominators for the different weight ranges reflect primarily the difference in yields.

OUR CREDO

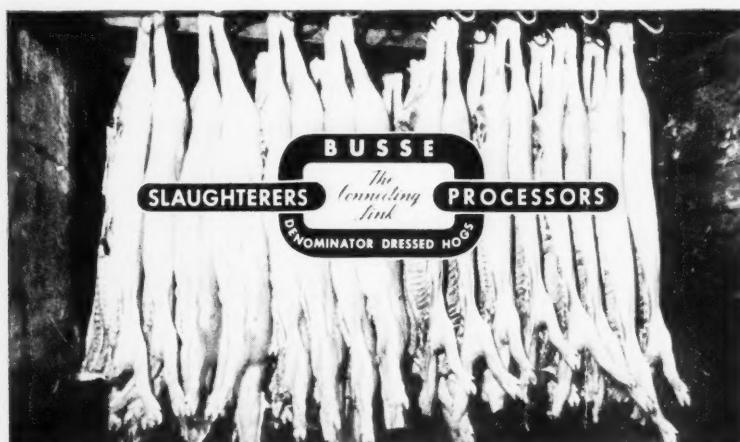
To constantly strive to divide, equally, between Buyer and Seller, through the Busse Denominator Pricing Method, the economic savings inherent in the shipping of Dressed Hogs, instead of Live Hogs.



Irvin A. Busse



DRESSED HOGS
EXCLUSIVELY
LONG DISTANCE PHONE
WEBSTER 9-3113



Write us for complete information and your handy size permanent personal copy of the
BUSSE BASIC DRESSED HOG DENOMINATOR SCHEDULE

BUSSE			
BASIC DENOMINATOR SCHEDULE			
PACKER STYLE DRESSED HOGS			
DRESSED PIGS • DENOMINATOR • LIVE MARKET			
54- 72#	(@ 1.63	x	90-120#
73- 89	(@ 1.55	x	120-140
90-107	(@ 1.50	x	140-160
108-123	(@ 1.46	x	160-180
DR. BUTCHERS • DENOMINATOR • LIVE MARKET			
124-138#	(@ 1.43	x	180-200#
139-154	(@ 1.42	x	200-220
155-169	(@ 1.41	x	220-240
170-192	(@ 1.40	x	240-270
193-213	(@ 1.39	x	270-300
214-239	(@ 1.37	x	300-330
240-263	(@ 1.35	x	330-360
DRESSED SOWS • DENOMINATOR • LIVE MARKET			
184-205#	(@ 1.48	x	270-300#
206-227	(@ 1.44	x	300-330
228-249	(@ 1.42	x	330-360
250-279	(@ 1.40	x	360-400
280-314	(@ 1.38	x	400-450
315-385	(@ 1.36	x	450-550



Cutter capacities
from 20 to 800 pounds

FAMOUS for Economy and Dependability

Based on actual reports from meat packers, this newest of silent cutters helps save up to 10% in processing costs. It features "Full-Flo" side unloading, automatic lubrication, positive locking micro-knife collars, centralized controls, self-aligning bowl scraper and five other operating, sanitary and safety improvements. With equipment like this in your plant, you can rest assured that your costs will be lower than ever and the quality of your products higher than ever.



STUFFERS. Capacities from 60 to 1,000 lbs.



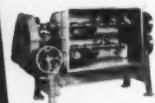
GRINDERS. Capacities from 1,000 to 15,000 lbs. per hour

THE MOST
COMPLETE LINE OF
SAUSAGE-MAKING
MACHINERY

• Widest range
of sizes
• Greatest variety
of types



VACUUM MIXERS. Capacities from 75 to 2,000 lbs.



STANDARD MIXERS. Capacities from 75 to 2,000 lbs.



Buffalo

QUALITY
SAUSAGE MACHINERY

for more than 80 years

* BUFFALO equipment is noted for its sound design . . . sturdy construction . . . safety and sanitation . . . dependable performance and coast-to-coast factory service. BUFFALO is first in offering new proved features that increase plant efficiency and protect product quality.

John E. Smith's Sons Co.

50 BROADWAY BUFFALO 3, N. Y.

Sales and Service Offices in Principal Cities

Send for these informative Booklets

JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo 3, N. Y.

I am interested in the following:

<input type="checkbox"/> Silent Cutter	<input type="checkbox"/> Smokemaster	<input type="checkbox"/> Head Cheese Cutter
<input type="checkbox"/> Mixer	<input type="checkbox"/> Grinder	<input type="checkbox"/> Pork Fat Cuber
<input type="checkbox"/> Casing Applier	<input type="checkbox"/> Stuffer	<input type="checkbox"/> Combination of Special Purpose Equipment

Name.....

Company.....

Address.....

City..... Zone..... State.....

This lard package stays clean, stays fresh-looking



Innerwrap for lard carton is coated with "Alathon" to prevent package discoloration in warm weather and provide product protection

"My Boy's" pure lard is distributed in the South. That calls for special package protection against seepage in warm-climate markets. If the package hasn't this protection, the carton becomes greasy, picks up dirt and loses its sales appeal.

Protection was complete when the packager selected a 30-pound bleached kraft innerwrap with a 1½-mil coating of "Alathon" polyethylene resin on the inside. This wrap is heat-sealed on the sides and bottom. Now the package of lard stays clean and fresh-looking long after it's been packed and shipped.

It stands up well in warm climates . . . and cold refrigerating temperatures won't bother it either, since "Alathon" stays tough and flexible at extremely low temperatures—down to 70° below zero.

Du Pont "Alathon" polyethylene resin has many other properties which are helping to solve special packaging problems. It's tasteless, odorless, non-toxic . . . resists most greases, acids and alkalies. Consider using it in multi-ply or single-ply bags, pouch bags, chipboard containers and trays, fiber drums and cartons.

* REG. U. S. PAT. OFF.



BETTER THINGS FOR BETTER LIVING
... THROUGH CHEMISTRY

Polymers
DEPARTMENT
PLASTICS • CHEMICALS

WRITE FOR FREE BOOKLET

describing the properties and uses of "Alathon" in the packaging field, or simply mail this handy coupon. We'll gladly put you in touch with sources of supply for packaging materials coated with "Alathon."

E. I. du Pont de Nemours & Co. (Inc.)
Polychemicals Dept. 563, Du Pont Bldg., Wilmington 98, Del.

Please send me the new booklet on packages using coatings of "Alathon."

Check type of package most interested in: Multi-wall bags (). Single-ply bags (). Pouch bags (). Fiber drums & cartons (). Chipboard containers & trays (). Overwraps (). Other ().

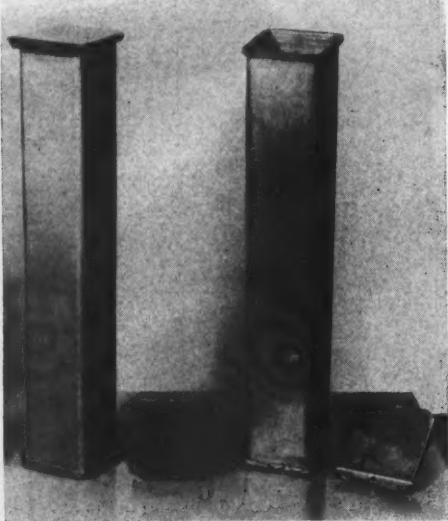
Name

Title

Company

Address

City State



Keebler MEAT LOAF MOLDS

... another Stainless Steel
BUY-OF-THE-MONTH

✓ Custom Rugged Construction!

✓ Extra Weight at No Extra Cost!

These heavy-duty molds are built for years of service . . . have twice the weight of other molds . . . Yet cost no more! Heavy bars at ends are continuously welded on both sides to give extra strength where needed. Covers are especially designed . . . provide a tight fit after years of service. Standard sizes immediately available . . . off-standard sizes on special order.

If It's For The Packinghouse . . . KEEBLER Supplies It!

It will pay you to come to KEEBLER for all of your equipment needs. The complete KEEBLER line of packinghouse machinery, trucks, supplies and equipment is geared to fit every capacity and individual packer requirement. Whatever your need, we invite your inquiries.

✓ ENGINEERED ECONOMY SINCE 1910

KEEBLER ENGINEERING CO.

1910 West 59th Street • Chicago 36, Illinois

Keebler Engineering Co.
1910 W. 59th St., Chicago 36, Illinois

Gentlemen:

- Please send further particulars on the Heavy Duty Leaf Molds
- I would like to see a qualified Keebler representative

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

ZONE _____ STATE _____

THE NATIONAL Provisioner

VOLUME 128 MARCH 28, 1953 NUMBER 13

Contents

Sammy, The Crutch-Maker —	
An Editorial	7
Santa Cruz Plant for All Species	8
USDA To Buy Beef in Support Move	10
Knowing More About Your Sales Prospects	11
Truck Fleets — To Lease or To Own?	14
Rip USDA on "Costly" VE Methods	17
Up and Down the Meat Trail	19
New Trade Literature	23
Keeping Track of 205,000 Meat Labels	25
Classified Advertising	42

EDITORIAL STAFF

EDWARD R. SWEM, Vice President and Editor
VERNON A. PRESCOTT, Managing Editor
HELEN P. MCGUIRE, Associate Editor
GREGORY PIETRASZEK, Technical Editor
GUST HILL, Market Editor

ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.
Telephone: WHitehall 4-3380

HARVEY W. WERNECKE, Vice President and
Sales Manager

FRANK N. DAVIS
ROBERT DAVIES

F. A. MacDONALD, Production Manager

CHARLES W. REYNOLDS, New York Representa-
tive, 18 E. 41st St. (17) Tel. LExington 2-9092,
2-9093

Los Angeles: McDONALD-THOMPSON, 3727 W.
6th St. (5) Tel. DUNKirk 7-5391

San Francisco: McDONALD-THOMPSON, 625
Market St. (5) Tel. YUKon 6-0647

Seattle: McDONALD-THOMPSON, Terminal Sales
Bldg. (1) Tel. Main 3860

DAILY MARKET SERVICE (Mail and Wire)

EXECUTIVE STAFF OF THE NATIONAL PROVISIONER, INC., Publisher of

THE NATIONAL PROVISIONER
DAILY MARKET SERVICE
ANNUAL MEAT PACKERS GUIDE
THOMAS McERLEAN, Chairman of the Board
LESTER I. NORTON, President
E. O. CILLIS, Vice President
A. W. VOORHEES, Secretary

Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by the National Provisioner, Inc. Yearly subscriptions: U.S., \$4.50; Canada, \$6.50; Foreign countries, \$8.50. Single copies, 25 cents. Copyright 1953 by the National Provisioner, Inc. Trade Mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1918, at the Post Office at Chicago, Ill., under the act of March 3, 1879.



SAMMY, THE CRUTCH-MAKER

Once upon a time there was a genial old gentleman with a trim white beard and striped pantaloons. He spent most of his time doing jobs which the people around him knew were necessary, but which they couldn't accomplish as individuals. He adjudicated major squabbles, enforced the rules by which his folks traded with one another, put out fires, walloped or buttered up the foreign neighbors, let everybody have a chance to speak his piece in church or town meeting and sort of kept a general eye on things to be sure that everyone got a fair shake with the dice.

Once in a while Sammy whittled out a pair of crutches when somebody fell over an earthquake or was knocked down by a flood.

Sammy's folks didn't need many crutches; they'd peg along on Shank's mare even when the going was pretty rough. Of course there were always the small boys, and sometimes even the bigger ones, who'd stub a toe and then come howling:

"Sammy, Sammy! It hurts. Gimme some crutches."

More often than not, Sammy's answer would be a pat on the behind and an admonition:

"Forget it. Sure it hurts, but everybody's got to expect a little pain once in awhile."

Sometimes, of course, Sammy became soft-hearted. He whittled out tariff crutches for the tin-pot makers and the weavers and some of his other friends when they said that their young legs just couldn't keep up with the more experienced strides of their foreign competitors. A lot of these folks still have their antique ambulatory aids.

As the years passed Sammy's geniality increased and his no-ing ability declined. He became a faster and fancier whittler as more and more of his friends turned up complaining of strains, sprains, dislocations and Charley horses. If you had an ache in your railroad financing, or your locality was limping because its harbor was silted, or your feet were all dried out for lack of an irrigation project, or somebody stepped on your home ownership corns with a mortgage foreclosure, Sammy could usually be persuaded to furnish you with some shiny crutches.

In time Sammy got a reputation as a healer as well as a crutch-maker. Did you have labor-management chillblains? He could help you. Were your arches falling with an overload of potatoes, peanuts, butter or beef? He could lift you off your feet.

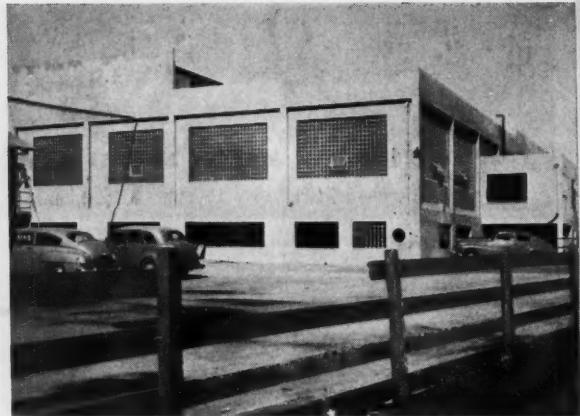
As Sammy's generosity became more expansive, it also became more expensive. Although a few critics thought he was spending too much money on crutches in general, and decidedly too much in helping specific individuals, nobody ever complained about the amount being spent on himself.

Sammy's got a big factory now. He can really turn out the crutches — hundreds, thousands, millions and even billions worth. Once in awhile one of Sammy's upright and independent friends comes into the office. He looks down the street and points out scornfully:

"Look at all those cripples hobbling around. Really, Sammy, you shouldn't do it. What we need is more free enterprise; you're just encouraging a bunch of hypochondriacs. But take me now, I've really got a bad touch of rheumatic arthritis. How about a little help, Sammy?"



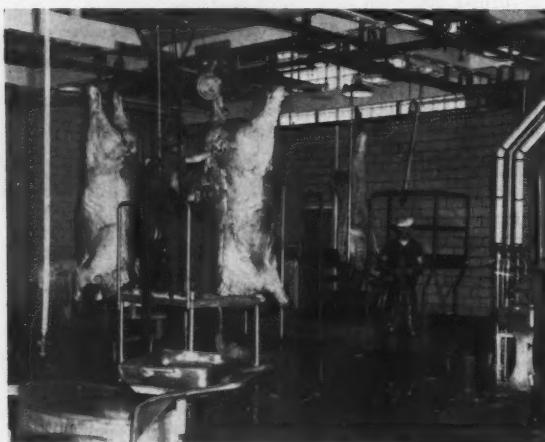
View across back of killing floor showing the beef viscera handling facilities in center background and moving viscera table at left.



Exterior of killing addition showing extensive use of glass block.



Cattle bleeding area is in the left background; workman is rumping prior to hoisting beef carcass to monorail for final dressing.



Splitting carcass on monorail with the aid of a powered spreader. The platform for washing and shrouding is in the background.

Santa Cruz Plant For All Species

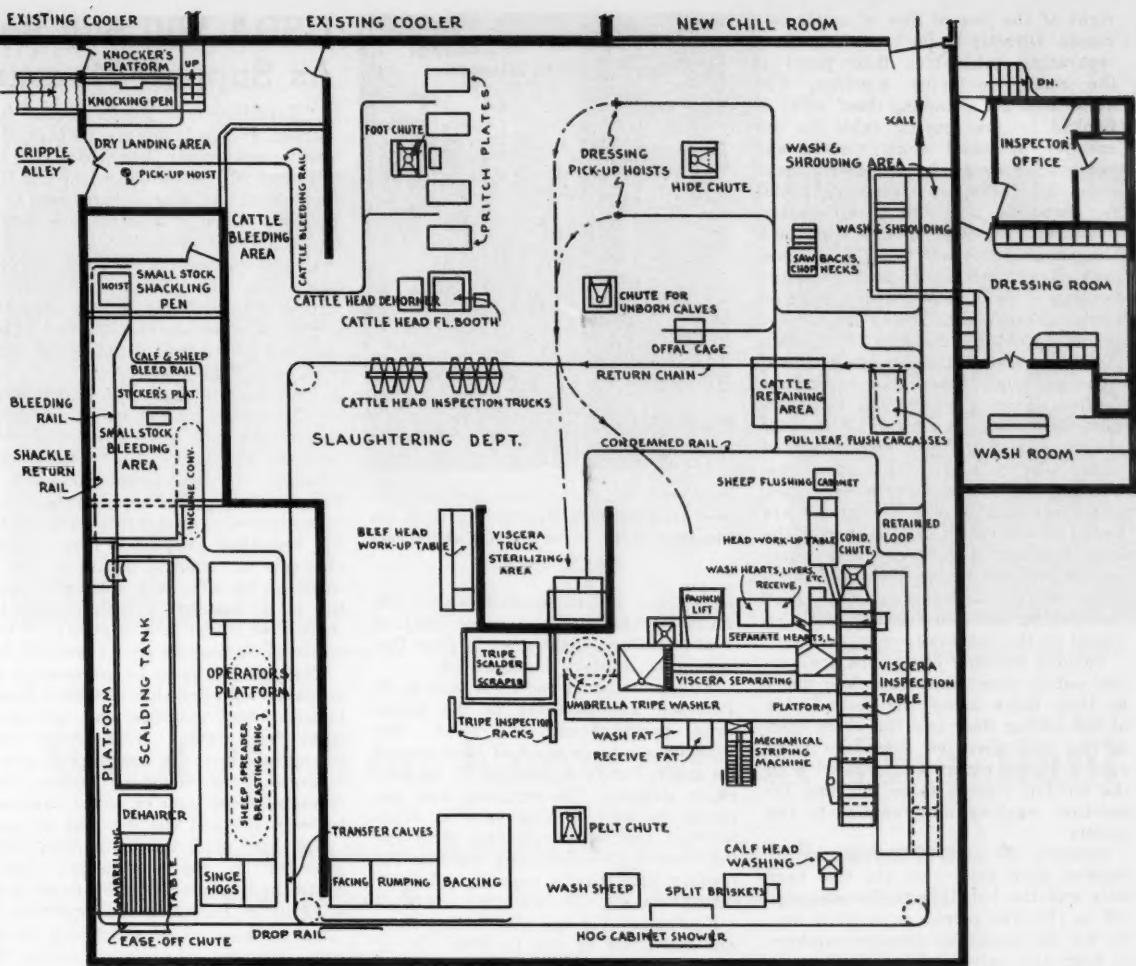
COMPLETION of new holding coolers and a loading dock during 1953, when added to the outstanding two-bed beef and small stock killing floor and new chill cooler which were opened recently, will give the firm of Walti-Schilling Co., Santa Cruz, Cal., one of the most modern and flexible federally inspected slaughtering plants in the United States.

The new killing department is of concrete and steel construction. Designer James M. Smith, structural and packinghouse engineer of San Francisco, has given the unit clean functional lines (see exterior and other photos) inside and out. There are no windows on the killing floor level and natural illumination is provided through large expanses of glass block. Interior walls are of ceramic glazed tile from floor to ceiling; the floor is dense concrete. The few tile-sheathed columns offer no obstacle to efficient work. The built-up tarred roof rests on purlins and the steel trusses which carry the overhead rails, etc.

The well-lighted first (ground) floor underneath the killing department is arranged for segregation, handling and disposal of inedible material which Walti-Schilling does not render. Feet, slunks, condemned soft parts and hard parts and carcasses, pig bags and pizzles come down by separate vertical chutes from the killing floor overhead into separate steel tanks or bins. The bins have sloping, perforated false bottoms which permit drainage into the sewer. Bin contents are dumped into inedible product trucks by raising an end gate with rack and pinion. The bins are enclosed by 6-in. concrete walls to a height of 4 ft. and above this level by galvanized mesh. The enclosures are fitted on one side with lockable doors which are opened when trucks are being charged.

The ground floor also houses a washing and sterilizing room for inedible trucks, additional hide storage area, a salt storage room and the 11½x13 ft. small stock shackling pen.

Cattle and small stock killing facilities on the second



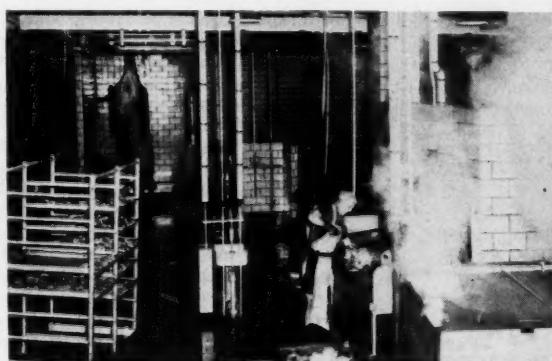
Layout of killing floor. Cattle slaughter and dressing at top; hogs and small stock at left.

floor are separate and respectively complete. The single-rail system from the half hoist onward, which appears to have become almost standard practice on the West Coast, is employed in connection with the two beef beds. There is enough room on the new floor to install a third beef bed if such a course is believed to be desirable. On the single rail the cattle carcasses are spread by power during the splitting operation.

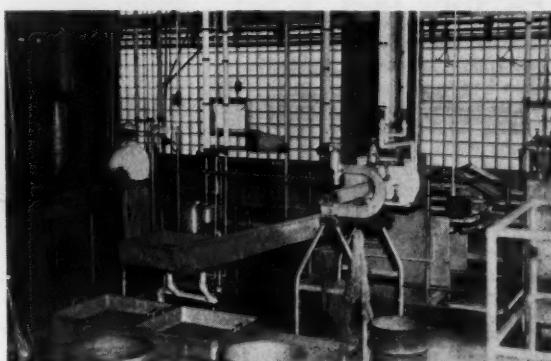
Both regular and crippled cattle move in a straight line

from the dry landing space, jogging only as they go around the glazed tile bleeding area partition onto the rail feeding the two beds. After splitting, the sides move by rail past the high and low washing and shrouding platforms and into the new 165-head chill cooler. The latter room is refrigerated with 12 overhead cold air circulators.

Facilities for the workup of cattle heads, viscera truck sterilization and the beef viscera separating table, umbrella tripe washer and tripe scalding and scraper lie to the



Head workup and offal holding is centered here. Tripe cooking in foreground is continuation of straight line setup shown on plan.



Casing stripper and other viscera handling facilities. The moving top inspection table for small stock is shown in the background.

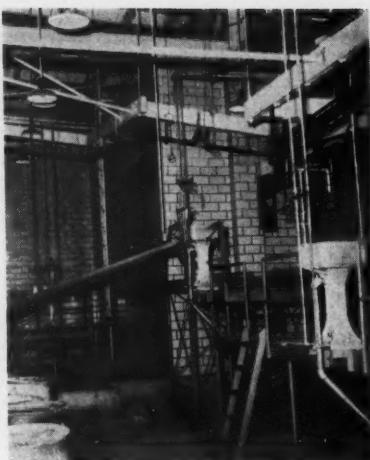
right of the line of flow of cattle carcasses. Directly in back of the viscera separating table (see floor plan) is the casing stripping machine. The area used for handling beef offal is flanked by the moving table for inspection of small stock viscera and heads; the table has separate head pans and there are stationary tables for handling hog and sheep hearts, livers, etc. Condemned rails from both the small stock and cattle retained areas feed into a common enclosure housing the condemned material chutes. Edible offal trucks must move across the killing floor to the coolers.

Killing and initial dressing operations on hogs, sheep and calves are performed in a tile-walled room almost 60 ft. long and about 20 ft. wide at one side of the new structure. The same hoist is used for the three species and calves and sheep move on the same rail until "ring" operations are begun on the sheep. At the end of the long dressing room sheep and calves are transferred to the chain and hogs, after moving independently through the scalding tub and dehairer, are also placed on the overhead conveyor.

Various dressing operations are carried out on small stock (see floor plan) as they move along the second side of the killing floor and the chain then carries the carcasses down the third side of the structure and parallel with the moving viscera table for final inspection, washing and removal to the coolers.

Between 20 and 25 cattle can be handled each hour over the two beef beds and the hourly rate for sheep is 100 to 125. The plant's capacity is ample for the somewhat smaller numbers of hogs and calves processed there.

The Walti-Schilling plant is located on high ground outside of Santa Cruz and within sight of the Pacific Ocean. The firm operates eight trucks and



Small stock rail, part of sheep ring and other small stock handling facilities located in the long room shown at the left side of the floor plan on page 9.

sells most of its product within 100 miles of the plant; a great deal of Walti-Schilling meat goes to Fort Ord and other military installations.

Eugene Ranconi and A. E. Peterson are partners in the Santa Cruz packinghouse enterprise. The firm owns a large tract of land around the plant but rents much of it to artichoke growers. The company also operates its own feeding yard at Watsonville, Cal., in conjunction with the Peterson Cattle Co. The all-concrete feeding yard has a capacity of 5,000 cattle.

Equipment for the new killing floor was furnished by the Le Fiell Co. of San Francisco. Gebhardt units by Advanced Engineering Corp., Milwaukee, are employed in the new chill cooler. The addition was constructed by K. G. McGranahan, a Santa Cruz contractor.



Two of the partners in the Walti-Schilling enterprise, Eugene Ranconi (left) and A. E. Peterson, are shown by the Boss scalding and scraper which forms a part of the line for handing and processing beef viscera.

Oregon Horse Meat Bill

Oregon's senate last week passed and sent to the house a bill prohibiting sale of horse meat where other meat is sold.

Idaho Garbage Law

A bill signed by the governor last week requires that garbage fed to swine in Idaho must be cooked.

USDA Will Buy Beef As Support Measure

"Quantities" of frozen ground hamburger, frozen boneless chuck beef for roasts and frozen boneless diced beef for stew will be purchased by the U. S. Department of Agriculture over an indefinite period if the meat is offered at "acceptable prices."

In announcing the purchase program this week the USDA said that the action is being taken to help encourage additional domestic consumption of beef and help relieve the present price situation facing cattle producers.

Beef bought under the program will be distributed to the non-profit school lunch program, institutions and other outlets. Purchase will be made with "Section 32" funds made available by Congress to encourage additional consumption of agricultural commodities by diverting surpluses from normal channels of trade. Purchases will be made on an offer and acceptable basis, but in no instance at prices reflecting more than 90 per cent of parity for beef cattle (February 15 parity was \$21.20).

The products must be prepared in accordance with Schedule C-USDA frozen boneless beef specifications, and must come from sound, fresh chilled beef triangles which are graded and grade-stamped U. S. Good, or higher. Only triangles from steer or heifer carcasses between 400 and 700 lbs. may be used.

The beef must originate from cattle produced in the continental United States and be processed by firms operating under federal meat inspection.

Offers must show a delivery period with shipping schedule indicating the quantities both by net weight and number of refrigerated cars of a minimum weight of approximately 21,000 lbs. each made up of (1) 48 to 50 per cent by weight of frozen ground beef, and (2) 25 to 30 per cent of frozen boneless chuck, and (3) 20 to 25 per cent of frozen boneless diced beef, all of which will be delivered during the delivery periods specified.

Vendors are to make their offers at the same price for each of the three stated items and only such mixed carload lots will be accepted.

First offers should be submitted by 12 noon March 30 for acceptance not later than 11:59 p.m., April 1. This beef will be for delivery each week during April. Next offers should be submitted by 12 noon, April 6 and acceptance will be not later than 11:59 p.m., April 9. This beef will be for delivery each week during May. Following this period, and for the duration of the program, offers must be submitted by 12 noon on the first Monday of each month for acceptance not later than 11:59 p.m. of the following Thursday. In all instances, non-receipt of acceptance will indicate rejection of the offer. Quantities bought and range of prices paid will be announced as soon as possible after each acceptance date.



He's the meat buyer for a large food chain.



Compact new psycho-file system.

What Do You Know About This Man?

Is he brusk, impulsive, or slow to decide? Read how a new "psycho-file" system helps make him easier to sell.

A generation of meat and meat products salesmen has been urged in lectures and in handbooks to "study and know your prospect," to discern what sort of a person he really is, and to sense the type of treatment to which he will most likely respond favorably.

Unquestionably, a large percentage of packing industry salesmen habitually size up dealers to this end, but such appraisals nearly always remain in the mind of the packer's man. He knows that Jones is a testy, impulsive and touchy sort of a dealer, but the executive salesman or sales manager back in the plant office doesn't know it. This too often results in Jones being given the wrong kind of "treatment".

Why isn't this information about prospective dealers at least "briefed" in the file of the sales department to whom most prospects are more or less "faceless" men?

Industrial organizations go to great lengths to psychoanalyze their employees from janitor to branch manager, to discover and record in each instance what sort of a man or woman is employed. Isn't it equally important, or more so, that the prospect—customer upon whose favorable reactions the success of the business depends—be

"pictured" in company files? Not only should the meat salesman know his man but this knowledge should be at the finger tips of persons in the sales department.

In this connection there has been developed by a national authority on information filing and methods, C. R. Chamberlain, a "package" unit by which any firm, large or small, may set up and keep such a record of prospects always at finger tips for the guidance of the sales executive and his staff.

How does this method work?

Greatly simplified to save labor and time, it may be outlined as follows:

The "package" is so arranged that by simply dropping the unit into an empty letter or legal file drawer, the owner is ready to begin his filing operation. The system eliminates the space consumed by heavy file guides and makes usable folders do the work of the costly and bulky alphabetical or numerical dividers. The Di-Versi-File system consists of:

26 alphabetically tabbed folders lettered from A-Z, each tab to be of natural color and each tab laminated with a heavy transparent plastic covering. This covering prevents tab breakdown and soiling. The alphabetical or numerically ar-

ranged folders are used as miscellaneous folders:

100 file folders with five assorted colored and insertable tabs—red, lemon, green, pink, blue, in this order. Ample supply of white cardboard inserts are included.

These five different colored insertable tab folders extending beyond the alphabetical or miscellaneous folders are individual name folders where correspondence with one particular individual or firm is heavy.

Each one of the five colored tab folders in the psycho-file system is used to designate a certain type of temperament of a customer or prospect.

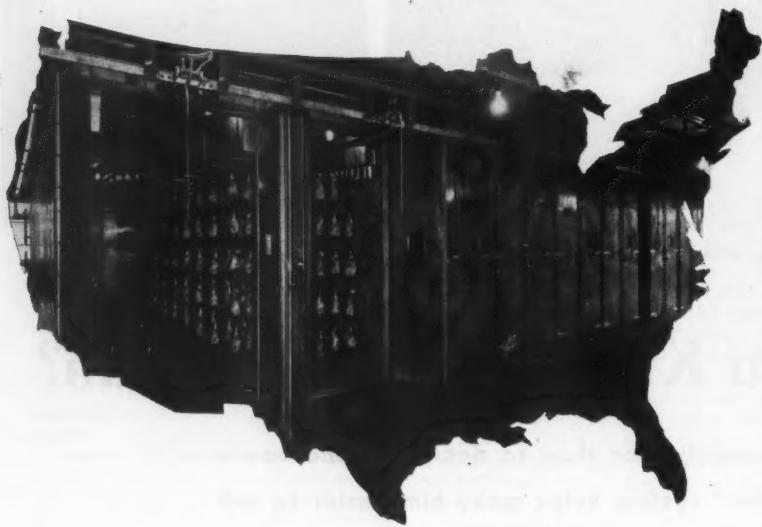
Either the following scheme or analysis may be used or a method created by the user that would be more adaptable to his needs:

150 blank file folders are included as well as one box of 25 ft. of colored insertable tabs in strip—the colors corresponding to the folder tab colors so that the user may expand the system by applying these gummed cloth strip tabs to folders when and wherever needed. 1 set of six Div-I-Dex units is a part of the package.

The Div-I-Dex is said to be an im-

JULIAN SMOKEHOUSES

*get the call for reliable and
economical smoking of meats
in every section of the U. S. A.*



The JULIAN reputation of guaranteed performance has spread from coast to coast. Packers in every section of the country choose JULIAN to keep their production going smoothly and on schedule. Ham, Bacon and Sausage smoked the JULIAN-way are bringing customers back for "more of the same" . . . in every section of the U.S.A.

Contact JULIAN today!

JULIAN ENGINEERING COMPANY

Originators of the Patented Alternating Damper-Smokehouse

Manufacturers and Contractors: Smokehouses, Process Piping and Refrigeration

5445 NORTH CLARK STREET • CHICAGO 40, ILLINOIS

Mfg. Licensee — Canada: McLean Machinery Co., Ltd., Winnipeg

Distributors of the MEPACO "TIPPER" Automatic Smokemakers

provement in filing for it not only adds space to a file drawer but permits the adoption of the "drop in" method of filing. A time saver in "filing and finding" creates a neater and more accessible method of correspondence classification.

5 printed out cards

These cards are used in the place of and to record the removal of a folder from the file, the date to whom delivered and when returned to the file.

In devising the system for 'tagging' prospects, Chamberlain said that the best information possible was sought on the value of such data in backing up contact sellers and building business.

"Management has long advocated psychological tests for prospective employees. The successful salesman, knowingly or intuitively, subjects a prospective customer to a visual and verbal psychological test. If management approves of such practices, why has it not carried the salesmen's analysis of customer or prospect into the firm's correspondence file?

"The contacting salesman can be immeasurably aided by the executive salesman if the executive has an inkling of the temperament of the man to whom he is corresponding. Many wrong letters have been written to the right man because of the lack of statistical matter on the person addressed.

"To increase the efficiency of any sales force co-ordinator between the outside salesman and the office letter writer, a psychology file could be inaugurated, noting different mental characteristics, such rating confined to, say, five species of classifications.

"For instance: A red tabbed folder would designate a prospect of hasty judgment or impatient disposition; blue, slow thinking, indecisive type; lemon, poor prospect requiring intensive selling and heavy flattery; red, an irritable fellow, a stickler for short interviews and shorter letters; green, for the untutored or chap of limited education who welcomes an informative letter; pink, the impulsive, quick buyer, hale and hearty, good fellow well met.

"When better acquaintances are established, either through added contacts or by creating a customer, corrections can be made in the customer file, should they be necessary, at the time a folder transfer is made." (Transfer of folder from prospect to customer drawer.)

It would appear that for too long a time sales executive offices have been writing blanket letters and sending blanket data and material to all prospects when, as a matter of fact, the prospects all differ in temperament and attitudes. Possibly the remedy for this condition is one of the next important steps in business building, especially when buyers' markets exist.

It has been pointed out that the value of this information in the files is obvious not only to the company but to the individual salesman. How often is it that the executive office sends a let-

ter or
produ
the fi
So
brief
porta
best
his c
and
facts
clear

Wh
sales
with
pect
man
form
succe

Se
mak
insta
mine
man
appl
ard
scrip
custo
tion
of p
back

It
tice
to h
clear
ing
vers

In
such
of g
for
the
reliab

Arr
Ris

A
sal
the
com
31
with
year
qua
qua
per
low

F
hol
tory
pro

NL
Un

N
las,
wee
unf
mis
Boa
stri
an
niti
wor
Cut
cha

ter or some other communication on product or price that may mar or make the final sale or sales?

So that part of this plan involves briefing every salesman in (a) the importance of the "psycho file" (b) how best to appraise each prospect as to his characteristics on the first contact and (c) to conscientiously report the facts in a way that the record shall be clear and easily at hand.

While it is natural for the average salesman to be more or less impressed with the greeting and treatment a prospect or customer gives him, the salesman is not always capable or ready to formulate a clear cut method of dealing successfully with the prospect.

Several procedures are practical for making salesmen's psycho reports. For instance, when a color has been determined for a filing system, all a salesman need do is designate the color applicable to his contact on his standard report sheet or card. If a fuller description of the salesman's prospect or customer is demanded, this amplification can be written on a separate sheet of paper or on the blank space on the back of his report sheet.

It has become an established practice in many large sales organizations to help the salesman classify and then clearly formulate each prospect according to that prospect's actions and conversation.

In fact, a simple code for making such analyses in day by day selling is of great help in getting the proper information into the psycho file so that the office will have a continuous and reliable "picture" of every individual the salesmen are contacting.

Armour Quarter Profit Rises; Sales Decline

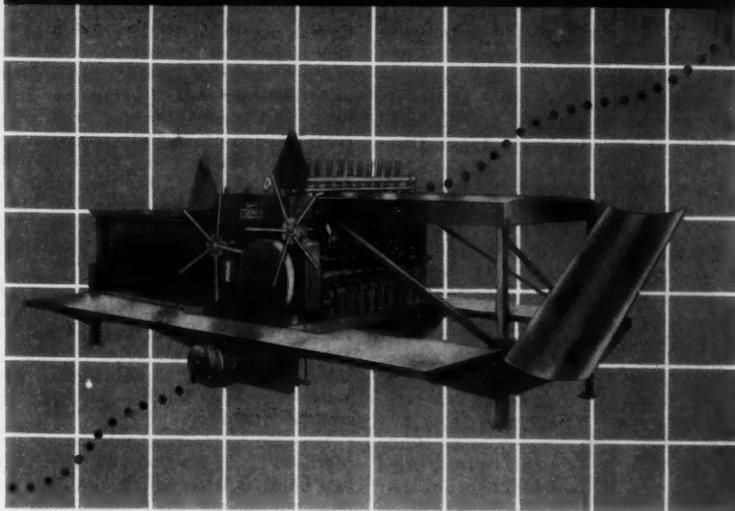
Armour and Company reported lower sales but slightly higher earnings for the first fiscal quarter of 1953. Net income for the 13 weeks ended January 31 amounted to \$1,833,456 compared with \$1,609,261 in the same period a year earlier. Sales tonnage in the first quarter was 9 per cent above the first quarter of 1952. Dollar sales were 2.8 per cent lower, reflecting generally lower prices.

F. W. Specht, president, told stockholders that price declines and inventory losses restricted opportunity for profit.

NLRB Dismisses AFL Union Complaint

Neuhoff Brothers Packers, Inc., Dallas, Tex., officials were notified last week that a union complaint charging unfair labor practices has been dismissed by the National Labor Relations Board in Washington. After calling a strike at the Neuhoff plant in 1951 in an unsuccessful attempt to gain recognition as bargaining agent for plant workers, the AFL Amalgamated Meat Cutters & Butcher Workmen filed charges of 110 unfair labor practices.

Chart a new course for PROFITS in 1953



with the Dupps COMBINATION HOG KILLING OUTFIT

Labor and material costs are high and likely to remain high for the rest of 1953. The one sure way to increase your profits is to bring the equipment in your plant up to peak efficiency.

We'd like to show you how the Dupps Combination Hog Killing Outfit has increased production from 18% to 31% in plants all over the country with corresponding savings on labor. What the Dupps Dehairer has done for others it can do for you too.

Let us make a survey of your hog killing operation—we'll show you how to improve your profit picture for 1953. You're under no obligation, we'd just like the chance to show you what we can do. Write us today.

Sincerely,

Jack Dupps
Jack Dupps

THE **DUPPS** COMPANY

GERMANTOWN, OHIO



MANUFACTURERS OF
RENDERING AND SLAUGHTERING EQUIPMENT

To Lease or To Own?

Some Cost Factors To Consider In Truck Fleet Operation

CAN THE problems of automotive fleet operation be bypassed through leasing arrangements? This question received thorough attention at the recent annual meeting of the National Council of Private Motor Truck Owners, Inc.

Presenting the private operator's view on truck leasing, H. O. Mathews, general manager, transportation and distribution division, Armour and Company, Chicago, said that proper fleet maintenance can achieve all the advantages of leasing and do so at a lower cost. While acknowledging a definite place for leasing services and predicting a growth of leasing in terms of a more

H. O. MATHEWS



realistic pricing policy for large users, Mathews said properly managed private ownership provides the least expensive automotive facilities.

Speaking in terms of delivery or distribution units and with leasing defined as a form of truck ownership with the leasing firm buying, engineering, repairing and maintaining a vehicle for the exclusive use of the lessee, Mathews reviewed some of the claims made for the leasing form of ownership.

Cost of leasing is known in advance, but, said Mathews, it is generally higher than private ownership. Recently Armour compared leasing costs of 60 delivery type vehicles against outright purchase of the vehicles and leasing of the necessary garage and repair equipment for servicing them. Comparative costs revealed the company could operate its 1½- and 2-ton trucks for 8,000 miles per year at a cost saving of \$12 per week per vehicle. Weekly savings for the fleet would be \$720.

While acknowledging that the example could hardly be called representative because it reflected the experience of only one firm, Mathews nevertheless said it was typical of his findings during the past three years. It compared favorably with an analysis he prepared for the baking industry which indicated that bakery delivery trucks would cost about \$365 more per year per truck to lease than to own.

One of the major reasons for higher leasing costs appears to be the higher depreciation rates used by leasing firms. By depreciating the equipment in four and a half or five years as against six under private ownership, leasing cost

figures are hiked by 16½ per cent for this major item of cost.

Fuel costs will net the leasing firms about \$25 per vehicle as against small fleet purchases. However, the other costs of licenses, interest on investment and public liability and property damage insurance will be the same for either form of truck usage. All insurance costs should be analyzed carefully to be certain they are not prohibitive, Mathews cautioned.

Storage charges are, in many cases, a plus item for the owner. Armour, for example, provides storage only in extreme northern climates. In some of these areas it is experimenting with water heaters which will aid cold weather starting.

Leasing contracts should be studied, Mathews said, to determine that mileage billed is revenue mileage only and does not include dead mileage to and from storage.

Under either form of ownership, records have to be kept if for no other reason than to determine mileage and payments.

Unless leasing can actually eliminate a specific individual who performs an administrative function, there is no basis for accepting claims of lower overhead, Mathews declared.

Admittedly, the leasing companies perform a soundly engineered job of maintenance and repair and provide the user with a trouble free vehicle, but, the user must decide how much of a higher cost premium he can afford for this service.

Since peak service requirements are expensive and, in some leasing contracts become a permanent cost, the contracts should be reviewed carefully. Mathews recently cancelled a lease under which he paid the full cost for two trucks and drivers, although they were used only two days per week.

The freeing of capital investment from a fleet investment is a minor element since the cost of a delivery fleet is small in comparison to total plant investment. There might be an advantage if capital had to be borrowed to purchase the delivery equipment in which case the interest cost should be calculated in determining owner cost.

Even in the case of over-the-road tractor and trailer equipment, where cost comparisons must differ from straight delivery operations, many of the advantages of private ownership still accrue.

Capital investment cost for over-the-road equipment which runs about three to four times that of delivery or distribution trucks, is an important factor. However, before making a decision, the private operator should investigate

the "Guaranteed Maintenance" programs offered by several truck manufacturers which solve the problems of maintaining these vehicles.

Speaking in favor of truck leasing, Joseph J. Stedem, vice president, Hertz Driv-Ur-Self Stations, Inc., said that leasing provides a logical answer to the question of dependable and presentable fleet ownership.

To compare costs properly, the owner should calculate his costs in terms of maintaining a fleet as excellent in its mechanical condition and as presentable in its appearance as the leased equipment. He then would find his costs to be higher than leasing, Stedem asserted.

Profit of International Packers Higher in 1952

International Packers Limited, parent holding and operating company for meat packing firms in Argentina, Uruguay, Brazil, New Zealand, Australia, Canada, the United Kingdom and Union of South Africa, had consolidated earnings equivalent to \$5,009,700 for the year ended December 31, 1952, compared with \$2,243,453 in 1951. Per share earnings in 1952 were equivalent to \$2.52 against \$1.13 in 1951.

In his annual report to the stockholders, president Joseph O. Hanson said that it had been considered prudent to make provision of \$1,500,000 for devaluation of certain foreign currencies, leaving balance of earnings for 1952 of \$3,509,700.

Sales of the International organization totaled 1,236,712,000 lbs. with a value of \$203,886,379 in 1952 against 1,259,326,000 lbs. and \$184,193,031 in 1951. Slaughter volume in 1952 was as follows: 1,260,492 cattle, 4,357,326 sheep and lambs and 276,835 hogs. Cattle kill was 5.7 per cent larger than in 1951 and sheep volume was up 40 per cent; hog slaughter was down 22 per cent.

President Hanson described operations in Argentina as "generally satisfactory" although complicated by delay in consummation of the bulk meat contract between Argentina and the U. K.; in Uruguay, volume and results were "disappointing" due to government minimum prices on export meat and livestock and labor difficulties; in Brazil, the 1952 volume and results were "satisfactory" despite continued inflation. Operations in New Zealand showed "material improvement" and those in Australia were "gratifying."

One of the problems faced by the International firm is the difficulty of remitting dividends in U. S. dollars from its subsidiaries; in some cases the governments of the countries in which the firm does business have curtailed or suspended remittance of dollar profits. Continued depreciation of currency, such as has occurred in Brazil, reduces the dollar value of earnings and the equivalent of net current assets. To provide for this and similar exchange losses, the reserve for exchange revaluations was increased by \$1,500,000.

Department of Agriculture Criticized for Vigorous VE Methods Costly to Industry

DECLARATION of the prevalence of VE as an "extraordinary emergency" was requested of the Secretary of Agriculture in a resolution adopted by the Eastern Meat Packers Association at a meeting in New York last week.

The resolution gave as reasons for the request:

1. The Secretary is applying to VE extraordinary measures which have caused and are causing great injury to our members, with constant threat of similar injury to other members and to producers and public stockyards, but without declaring an extraordinary emergency.

2. The failure of the Secretary to declare an extraordinary emergency is not only inconsistent with the extraordinary measures being used by him, but is also extremely costly to packers because federal reimbursement cannot be made to innocent persons under existing laws.

Areas in 16 states were under federal VE quarantine as of March 20, according to an announcement by the U. S. Department of Agriculture. As of that date the USDA removed quarantines in the District of Columbia, two counties in New York and one county each in Florida and Iowa. Quarantines were imposed in one county in Connecticut and one in Florida.

The attitude of the Department of Agriculture toward the VE problem was questioned this week in a letter written by Wilbur La Roe, general counsel of the National Independent Meat Packers Association, to True D. Morse, Under Secretary of Agriculture. Counsel La Roe stated:

"We would be the last to underestimate the seriousness of the problem, but although the disease is in no way harmful to humans, there is clear evidence that your Department is handling the matter in exactly the same manner as if it were extremely dangerous to humans.

"We are especially concerned over a

statement made by Dr. Simms at the recent conference in your office. It was clear from his remarks that he is undertaking to demonstrate that his office can put an end to VE, no matter how vigorous the methods employed or how serious the injury inflicted on our members, on the stockyards, and on producers.

"The action taken by Dr. Simms in closing the Indianapolis yard is an illustration. There was not a single case of VE in that yard, yet 12,000 hogs were quarantined there with heavy losses to our members. We submit to you that such heroic and extraordinary measures should not be taken unless the situation is so badly out of control as to justify the declaration of an extraordinary emergency.

"Our losses would be much reduced if our members were permitted to isolate and quarantine hogs showing any evidence of VE, but permitted to slaughter at once other hogs in the lot showing no symptoms. This step could be taken immediately.

"There is, of course, the possibility that hogs so slaughtered may have the disease, although showing not the slightest evidence of it; and it is also possible that their bones may get into garbage; and it is also possible that such garbage may be fed to hogs, (although only a tiny fraction of all garbage is fed to hogs) but I submit to you that it is unfair to our members to assume that all these things are true, and to proceed with damaging and costly measures on the basis of such assumptions.

"Efficient inspection to protect the public health is one thing; use of extraordinary measures having no relation to public health and without declaring an extraordinary emergency is quite another thing. Our members should not be made the victims of an unnecessarily severe administration policy.

"There will be no complete answer to this problem until the commercial

(Continued on page 39)

IMPROVE YOUR LARD.....

DEODORIZED • HYDROGENATED LARD FLAKES

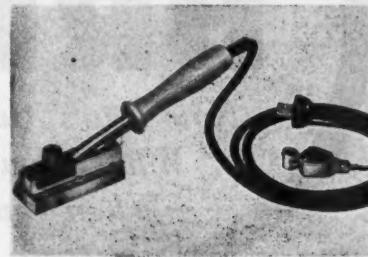
★ PACKED IN 50 LB. MULTIWALL PAPER BAGS • CARLOAD OR LCL
FREE SAMPLES ON REQUEST....

"CUDAHY OF CUDAHY"
CUDAHY, WISCONSIN • PHONE SHERIDAN 4-2000

GREAT LAKES HEAT SEALING EQUIPMENT

delivers long, efficient
and dependable service!

Great Lakes general-purpose sealing equipment is engineered for a long and efficient life of dependable service. Both models shown below have practical design for rapid package production and effective sealing, each has non-rust finish and rugged construction.



HS-5 Iron (above) has Calrod heating element with full year warranty against element burnout . . . thermostat can be set for any temperature from 100° to 600°. Low-priced at \$11.50. Designed for cellophane; available with special sealing face at \$2.00 extra for sealing Pliofilm, acetate, etc.

LOAF SEALER saves time and lowers meat loaf casing costs!

The popular Great Lakes Sealer and heat-seal casings save you up to 2 inches of casing on every loaf, produce a neat, attractive loaf in less time. Eliminates tying! Teflon-covered aluminum sealing plate seals quickly, yet never sticks to casing. Thermostatic control. Adjustable for any desired temperature. (115 or 230 v. AC)



Stainless base plate, ready for operation, and priced at only \$29.50.

GREAT LAKES STAMP & MFG. CO., INC.

2500 IRVING PARK ROAD • CHICAGO 18, ILL.

Life Stream of Industry

BRINE

*Now Yours Automatically
Where You Want It
—When You Want It*

YOUR INDUSTRY, like so many others, very probably uses brine in its operation.

And now the LIXATE Process, pioneered and developed by the International Salt Company, takes all the complications, all the inaccuracies, all the costly handling out of brine making. You use rock salt—and gravity does all the work.

You just turn a valve and *instantly* you have brine where you need it, when you need it—automatically!

And because this pure brine is *always* 100% saturated, because it *always* contains exactly 2.65 pounds of salt per gallon, your brine measurements are *unfailingly* 100% accurate.

Hundreds of companies have saved thousands of dollars, have improved the quality of their products by installing the LIXATE Process. Let International's Industrial Division help you. Send the coupon below, today.

INTERNATIONAL SALT COMPANY, INC.
INDUSTRIAL DIVISION, Scranton 2, Pa.

I am interested in knowing what the *Lixate* Process can do for MY plant. Please have an International Industrial Engineer contact me as soon as possible. I understand there is no cost, no obligation.

FIRM NAME _____

ADDRESS _____

CITY _____ ZONE _____

STATE _____

MY NAME _____

MY TITLE _____

CANNING

TANNING

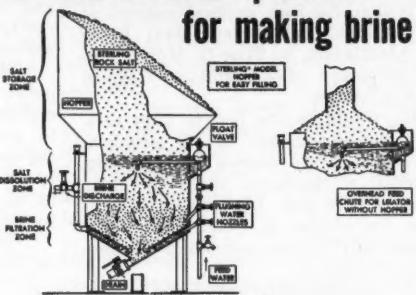
WATER
SOFTENING

MEAT CURING

DYEING

CHEMICALS

the LIXATE* process for making brine



HOW LIXATOR WORKS

- In the dissolution zone—flowing through a bed of Sterling Rock Salt which is continuously replenished by gravity feed, water dissolves salt to form 100% saturated brine. In the filtration zone
- —through use of the self-filtration principle originated by International Salt Company, the saturated brine is thoroughly filtered through a bed of undissolved rock salt. The rock salt itself filters the brine. Nothing else is needed.

INTERNATIONAL SALT CO., INC. SCRANTON, PENNSYLVANIA

SALES OFFICES: Atlanta, Ga. • Chicago, Ill.
New Orleans, La. • Boston, Mass. • St. Louis, Mo.
Newark, N. J. • Buffalo, N. Y. • New York, N. Y.
Cincinnati, O. • Philadelphia, Pa. • Pittsburgh, Pa.
Richmond, Va. • ENGINEERING OFFICES: Atlanta, Ga.
Chicago, Ill. • Buffalo, N. Y. *Reg. U. S. Pat. Off.

**Ninety-Fourth Birthday
for Oscar F. Mayer**

A coast-to-coast party was held this week when employees at the Philadelphia, Los Angeles, Chicago, Madison and Davenport plants of Oscar Mayer & Co. observed the ninety-fourth anniversary of the birth date of Oscar F. Mayer, the firm's founder and dean of the meat packing industry. In accordance with custom the employees enjoyed cake and ice cream on March 27; the actual



O. F. MAYER

birthday is March 29. Mayer was on hand to help the Chicago employees with the celebration.

Mayer, who founded the meat packing company nearly 70 years ago, in 1883, still serves as chairman of the board. He may be found nearly every day in his office at 1241 North Sedgwick st., Chicago. On Sunday, the actual anniversary will be observed in a small family celebration at the Mayer home at 5727 Sheridan rd.

Born of an old Bavarian family noted for its ministers and foresters, founder Mayer immigrated to the United States at the age of 14, living for a while with an uncle in Detroit where, as a butcher boy, he began to learn the meat business with which his name now is synonymous. In 1876 he moved to Chicago, which has been his home, and the home of his business, ever since.

**Armour and Company Marks
50 Years in Cuba**

Armour and Company celebrated a half century of service to the people of Cuba at an open house party in Havana that attracted more than 6,000 guests. The visitors viewed the Company's growth via tours that included the canning and sausage kitchens, the smokehouses and the lard and ham packaging departments. O. J. Fischer, manager of the Havana branch house, was host. Chicago guests were J. J. O'Connor, Armour vice president; R. B. Frantz, foreign sales department and J. R. Dupes, advertising department.

A special sales week in conjunction with the fiftieth anniversary was conducted.

**PERSONALITIES
and Events**

OF THE WEEK

►Paul B. Wren, formerly provision manager at the Wilson & Co. plant, Memphis, Tenn., has been appointed general manager of The Provision Co., Division of Wilson & Co., Columbus, Ga. Wren started with Wilson & Co. at Oklahoma City, Okla., in 1934 and in the following years worked at Wilson's Chicago, Omaha, Buenos Aires and Memphis plants.

►Herman W. Seinwerth, Swift & Company, Chicago, Ill., has been appointed assistant manager of the industrial relations department, P. E. Petty, vice president, announced today. Seinwerth joined Swift in 1928 and has been manager of industrial relations for the A. C. Lawrence Leather Co., a division of Swift, since January, 1950. He is past president of the National Association of Suggestion Systems and author of "Getting Results from Suggestion Plans," the only authoritative book on the subject.

►Lewis Peggs, director of livestock procurement, Kingan & Co., Indianapolis, Ind., for 21 years, is leaving Kingan to serve on an eight-man team hired to supervise the construction and equipment of four meat packing plants in Turkey. His specific assignment will be to set up a livestock procurement program and to assist with



H. W. SEINWERTH

animal feed crops, methods of feeding, upbreeding and improving livestock, and installing a livestock and meat grading system.

►Ben J. Libert has been elected vice president in charge of sales of John J. Felin & Co., Inc., Philadelphia, Pa.

Libert, active in the meat-packing industry for more than 30 years, has been general sales manager of Felin's since 1951. He had been associated with John Morrell & Co., Topeka, Kan., previous to his employ by Felin.

BEN J. LIBERT

Wells E. Hunt, president, and the five other officers of the company were re-elected.

►The Parsons Stockyards, Parsons, Kan., recently completed a \$75,000 expansion program to speed up service to farmers and buyers and to bring all marketing of livestock under all weather protection. Excellent lighting of the yards, a loud speaker system, new scale offices, locks on all pens and gates and ample waiting rooms for customers are some of the newer features. Harry Smith is owner and operator of the stockyards. Lloyd Stafford is operating manager and sanitation supervision is under the direction of Dr. Thomas Crispell.

►Russell Smith, general manager of the canned foods division of Wilson & Co., has been appointed to membership on the National Canners Association convention committee. The committee has the responsibility for planning the 1954 convention of the National Canners Association, which will be held the third week in January in

**Fried & Reineman Packing
Elects New Officers**

Richard H. Fried was elected president of Fried & Reineman Packing Co., Pittsburgh, Pa., after the resignation of Walter E. Reineman due to ill health. William F. Fried was elected vice president. William F. Fried, Walter E. Reineman, Robert G. MacAlister, John Foertsch and Ernest C. Reif were elected to serve as directors for 1953 of the Reineman Packing Co.

David J. Harrison Dies

David J. Harrison, president of the C. A. Durr Packing Co., Utica, N. Y. for the past 18 years died March 19. Harrison was also a director of the Eastern Meat Packers Association and a member of the National Independent Meat Packers Association. Harrison's death in a Syracuse hospital followed a brief illness. He was born in Syracuse and spent his early business life there. Surviving are his wife, two sisters and three brothers.

PIN-TITE
Reg. U.S. Pat. Off.



Extra Strong!
SHROUD CLOTHS

with the **RED STRIPE**

PIN-TITE is the best shroud cloth for you! Outlasts ordinary shrouds many times over. Pulls tight without tearing. Special weave permits complete aeration. Bleaches white and marbleizes. The bold red stripe identifies the Extra Strong pinning edge. Save time—Save money—Use **PIN-TITE**. Mail the coupon for your free working sample.

FORM-BEST
Reg. U.S. Pat. Off.

Full Length!



STOCKINETTES

FORM-BEST forms your hams better . . . absorbs less . . . boasts an absolute minimum of shrinkage. This is the stockinette you've been hearing about . . . the full length stockinette that is stronger and more elastic . . . **FORM-BEST** stockinette can be applied in half the time—easily and quickly. A trial will convince you.

Use the coupon below for free samples and prices. SEND NOW and receive a valuable, free "SURPRISE" GIFT!

THE
Cincinnati
COTTON PRODUCTS CO.
Colerain, Alfred and Cook Streets
CINCINNATI 14, OHIO, U.S.A.

Gentlemen: Please send free samples as indicated below:

PIN-TITE SHROUD CLOTHS, Size

FORM-BEST STOCKINETTE, Size

Name

Company

Address

City Zone State

Atlantic City. The NCA convention, which is held concurrently with the annual convention of The National Food Brokers Association, the National-American Wholesale Grocer's Association, and The Canning Machinery and Supplies Association, constitutes one of the largest meetings held in the United States. Smith has just completed a term as member of the National Canners Association board of directors. He is chairman of the Washington committee of the National Meat Canners Association and is a past president of that organization.

► In spite of efforts of the Pittsburgh Labor-Management Council to keep the Henry Lohrey Co., Pittsburgh, Pa., in business, the firm announced that it will keep its doors closed permanently and will sell or lease its equipment. William M. Yeager, president, said the decision had been made by the board of directors and that no further statement will be issued. The company, in paying final wages, is paying an additional amount of 2.4 cents per hour retroactive to last August to correct wage inequities.

► Edward Olszewski, American Packing Co., St. Louis, Mo., recalled to active duty last December, is now serving as a lieutenant commander with Carrier Division 15 in the Pacific.

► Oscar Mayer & Co., Madison, Wis., has ended night shift operations in pork slaughter. P. Goff Beach, Jr., plant manager, said the night shift was begun to handle the seasonal run of hogs and is no longer warranted.

► Raymond M. Meserve, treasurer, Stearns-Meserve, Inc., Lewiston, Me., announces that construction of the firm's new sausage manufacturing and wholesale meat plant has started. The plant will be built to federal specifications and will be federally inspected. Meserve was formerly with the Auburn Packing Co.

► Herbert A. Given, manager of the Lewiston, Me., branch of Armour and Company for 25 years, retired recently. John Spaulding has assumed Given's duties as manager.

► J. Howard Williams, manager of the Swift & Company plant at Montpelier, Vt., retired recently, thus ending a 40-year career with Swift.

► A new \$125,000 central meat-cutting plant at Camp Pickett, Va., has been opened and is being operated in connection with the Quartermaster cold storage warehouse. The plant will furnish individual "ready-to-cook" meat cuts to troops.

► William E. Robinson and Frank P. Williamson, two veteran employees of Swift & Company, Denver, Colo., totalling 88 years of service, have retired. Robinson joined Swift's Chicago plant in 1906 as a weight taker in the lamb department. He became assistant to the buyer in 1918 and was

Thos. E. Wilson Host at 4-H Breakfast in Washington

Thomas E. Wilson, chairman, The National Committee on Boys and Girls Club Work, was host at a 4-H Breakfast attended by 170 congressional, government and farm organization



leaders in Washington. Wilson welcomed the guests and reminded them of the importance of the 4-H Clubs in building good leadership and citizenship. Secretary of Agriculture Benson spoke briefly and commended the 4-H Club program for its achievements. A 4-H delegation, including Mr. and Mrs. Thomas E. Wilson, Secretary Benson, G. L. Noble and the national 4-H winners, called on President Eisenhower. Shown with Wilson are the two 1952 national winners in the 4-H Citizenship program, Francis Pressly, Stony Point, N. C., and Adrian Short, Chipley, Ga.

transferred that year to Denver where he became head lamb buyer in 1924. Williamson joined the firm in 1912 as watchman and moved to Denver nine years later. He served the company as a packer and inspector, butcher, foreman, and watchman.

► Stockholders of John Morrell & Co., Ottumwa, Ia., elected Norman B. Shaffer, Iowa City, Ia., to the board of directors to succeed Harry W. Davis, traffic director who recently retired. All other Morrell directors were re-elected.

► Morris Erlbaum is head of the recently established Philadelphia Western Beef and Provision Co., 8 S. Water Street, Philadelphia, Pa.

Agriculture Advisory Committee to Meet

Actions taken by the Department of Agriculture since inauguration of the new administration will be reviewed by the 14-man interim agricultural advisory committee at a meeting at College Park, Md., on March 30. In calling the meeting Secretary of Agriculture Ezra Taft Benson said that he will seek the group's guidance on agricultural policies and farm programs. Homer Davison, vice president of the American Meat Institute, is a member of the committee.

We're behind the 8 ball!



**The Big Boss
says "SHOW ME
HOW TO BETTER SELL
U. S. Cold Storage
SPACE!"**

**To be downright honest
about it, we just don't know how.**

Sure . . . we can tell you about the six big refrigerated warehouses U. S. Cold Storage has and how their locations help to pin point your storage-in-transit and distribution problems.

A very important feature we could tell you about is the quality way, the efficient way refrigerated storage is handled through U. S. Cold Storage.

Then, the different facilities of each U. S. Cold Storage plant . . . each equipped to handle a great many and varied number of products.

But the Big Boss says, "That isn't enough. Show me other ways to better sell U. S. Cold Storage space." That, Boys, is the reason we are behind the eight ball. Maybe you can help us out of this spot. Send us your ideas or insults—we don't care—just send us something.



**Frank E. Whalen Advertising Co.
Riss Bldg., Fifteen West 10th Street
Kansas City 5, Mo.**

**NOW
DIAMOND
TESTED..**

No longer is it "conversation" that SPECO plates are the "world's finest, cuttingest and wearingest", to paraphrase "The Old Timer." Now, every SPECO plate is individually DIAMOND-TESTED for your protection—before it is shipped—to assure you long, trouble-free performance—today's best plate buy!



Pictured (left) with SPECO's famed "Old Timer" is the one-piece, self-sharpening C-D Triumph Knife with lock-tite holder. Easy to assemble . . . to clean . . . self-sharpening.

Pictured below is SPECO's C-D Cutmore—top quality knife in the low-priced field. Outwears, out-performs costlier knives.

There are six SPECO knife styles . . . a wide variety of SPECO plate styles—in a complete range of sizes for all makes of grinder. All SPECO products are guaranteed.

SPECO's C-D Sausage-Linking Guide increases hand-linking speeds, cuts costs, improves product appearance.



FREE: Handy SPECO PLATE ORDERING GUIDE, plus convenient product price folder, with separate "GRINDER POINTERS." Write today.

THE SPECIALTY MANUFACTURERS
3946 Willow Street, Schiller Park, Illinois.

SPECO Inc.

PORK SAUSAGE SEASONING No. 23C

Specially Blended to Produce a Tantalizing, Slight Sage Flavor and Excellent Color at Low Cost

Make your own taste test at our expense.

Write for FREE Working Sample.

Indicate batch size.

PEPPERFOAM NATURAL & SOLUBLE SEASONINGS

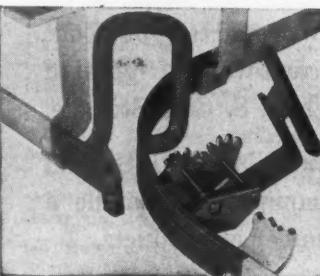
Widely used by processors everywhere.

"Serving the Meat Industry for Fifty-Four Years"



ARROW MILLS
VAN LOAN AND COMPANY INC.
176 FRANKLIN ST., NEW YORK 13, N.Y.
IMPORTERS, MANUFACTURERS
AND GRINDERS OF
"QUALITY SPICES FOR GENERATIONS"

LEFIELL ALL STEEL TRACK SWITCH



EASY TO INSTALL

Buy the only track switch that includes track curve, stub ends and safety stops. Complete, ready to use—requires no adjusting.

Attach to track systems with any double hole hangers or weld to track.

SAVE ON TRACK INSTALLATION

Available in all types for $\frac{3}{8}$ " or $\frac{1}{2}$ " \times $2\frac{1}{2}$ " track, and for $\frac{1}{2}$ " \times 3 " flat or $1\frac{15}{16}$ " round bleeding rail.

LeFIELL CO.

1469 FAIRFAX AVE.
SAN FRANCISCO CALIFORNIA

MISEA Meeting April 25

The 1953 spring meeting of the Meat Industry Supply and Equipment Association will be held at the Palmer House in Chicago, Saturday, April 25. The dinner meeting will be preceded at 5:30 p.m. by a cocktail party in the Crystal Room at the Palmer House. Dinner will be served at 6:30 p.m. This meeting has been arranged to bring together the suppliers to the meat packing industry for an opportunity to discuss informally their mutual interests and problems.

Richard W. Dwyer of Griffith Laboratories, as chairman of the board of directors, will preside at the informal meeting following the dinner. Charles Hess of Speco, Inc., who is program chairman for the meeting and also vice-chairman of the board, will conduct an open forum on matters of interest to all industry suppliers.

Other members of the MISEA board of directors are William R. Hemrich, The Visking Corp.; John W. Hill, The Globe Co.; F. K. Koepke, William J. Stange Co.; Charles F. Mayer, H. J. Mayer & Sons Co.; Harold A. Scherer, The Albright-Nell Co.; C. Oscar Schmidt, Jr., Cincinnati Butchers' Supply Co., and E. P. Schoenthaler, Central Waxed Paper Co. Miss Minita Westcott is managing director of the association.

All suppliers to the meat industry are cordially invited to attend this meeting.

Trucking Legislation On Weight and Length

A bill introduced in the North Carolina legislature would allow truckers a tolerance of 2,000 lbs. in the gross weight on any axle. This would apply if the excess weight could be distributed over other axles without bringing the average weight per axle in excess of prescribed limits. Penalties for exceeding the tolerance would be increased.

The North Dakota legislature has rejected the trucking industry's plea for an increase in the legal length of trucks from 45 to 50 ft., but has retained the 5 per cent tolerance. Legislation enacted extends reciprocity to trucks of other states, provided a percentage of the fleet is registered according to mileage travelled in N. D. Under other measures approved trucks under 10,000 lbs. are exempted from paying the ton tax and the collection of ton taxes is switched from the state public service commission to the state motor vehicle registrar.

Michigan Oleo Bills

The Michigan house of representatives defeated a bill which would have repealed a 1891 state law prohibiting use of oleomargarine in state institutions. Another bill is being introduced which would permit use of margarine in schools if approved by the school board.

NEW TRADE LITERATURE

Safety Posters for Industry (NL 50): Funny scenes and comic mice, or serious thoughts and sound advice—you can take your choice from a new directory of occupational safety posters containing 756 miniature illustrations of colorful visual salesmen of safety. Both serious and humorous approaches are used to provide change of pace and to enable the safety director to select the soundest psychological approach to his problems. There is a wide selection of general themes applicable to virtually all industrial fields and some specific posters for the meat industry. The 72-page directory contains advice to safety men on how to choose and use posters effectively, and a detailed index makes it easy to locate all posters on a particular subject.—The National Safety Council.

Stainless Steel in the Meat Plant (NL 51): How to clean stainless steel for maximum corrosion free life, how to weld and fabricate stainless steel and specific applications of stainless steel in the meat industry are described in a 24-page colored booklet, "Making the Most of Stainless Steels in the Meat Industry." While pointing out the inherent advantages of stainless such as cleaning, bacteria resistance, etc., the book also tells of practical ways in which the metal can be used and expanded in packing plant operations.—Crucible Steel Co. of America.

Industrial Temperature Controls (NL 53): A 24-page, two-color manual presents the basic principles of industrial temperature control in a practical fashion, defining different systems and distinguishing between them so the engineer can select the type most suited to a particular application. The manual discusses eight ways of responding to temperature; five ways of putting that response to work, and nine basic instrument types. It evaluates systems in terms of application engineering.—The Partlow Corp.

Car Spotters and Pullers (NL 54): A new book on electric car spotters and drum-type car pullers describes a complete line of equipment for moving railroad cars and other heavy loads, including both vertical capstan and horizontal drum designs. Designed originally for moving railroad cars, the spotters and pullers have been adapted to scores of industrial tasks involving horizontal haulage. Loads can be pulled in any direction and around corners or obstructions when a sheave system is properly arranged.—Link-Belt Co.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only. (3-28-53)

Name.....

Street.....

City.....

*A safer ride . . .
a longer ride . . .
a smoother ride with*

Denman
Handcrafted Tires



DENMAN RUBBER MANUFACTURING CO., Warren, O.

WEAR-EVER

Aluminum TUBS



Extra heavy reinforcing weld on handle. Bead, and reinforcing ring on bottom, closed with a continuous weld. Seamless construction.

5417-1/2 100 lbs. cap. (56 qts.) 20" top dia. 13" deep

Also—

Same as above, but bead and reinforcing ring not sealed with a continuous weld.

5219-1/2 120 lbs. cap. (65 qts.) 22 1/4" top dia. 12" deep

Same as 5219-1/2, but with riveted instead of welded handles.

5218-1/2 70 lbs. cap. (36 qts.) 19" top dia. 9 1/2" deep

5225-1/2 200 lbs. cap. (102 qts.) 26" top dia. 13" deep

A complete line for meat packers, canners and sausage manufacturers, including



KETTLES



DRUMS



TUBS



TRUCKS



PANS



CONTAINERS

TOUGH—these tubs are made from extra hard alloy in heavy gauge sheet aluminum. They resist denting and gouging, last longer, cut replacement costs. Wearing ring on the bottom takes the abuse of rough floors.

SANITARY, LIGHT—seamless construction. Bead and wearing ring are sealed with continuous weld. Easy to clean and keep clean. Easy to handle, too, because aluminum is light. Mail the coupon today.

WRITE TODAY TO:

THE ALUMINUM COOKING UTENSIL COMPANY, 403 WEAR-EVER BLDG., NEW KENSINGTON, PA.

Send me your catalog

Have representative see me regarding tubs

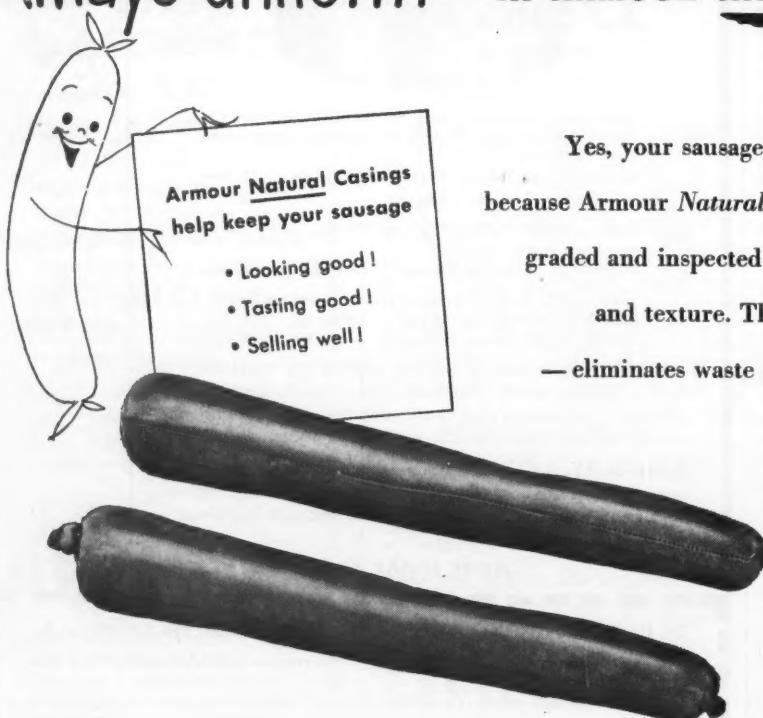
NAME.....

TITLE.....

Fill in, clip to your letterhead and mail today



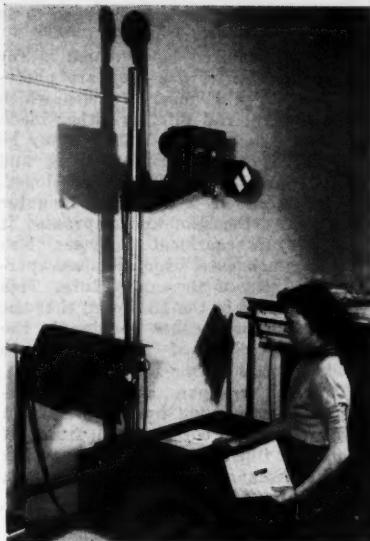
Always uniform... **IN ARMOUR NATURAL CASINGS!**



Yes, your sausage will always be uniform, because Armour *Natural Casings* are carefully graded and inspected for uniform size, shape and texture. This insures inviting appearance — eliminates waste and breakage.

Casings Division • Chicago 9, Illinois

**ARMOUR
AND COMPANY**



Incoming labels are photographed on 35 mm. film, left, mounted on coded cards for easy identification, above, and filed 10,000 to a drawer for ready reference, right.



205,000 Meat Labels on File

How USDA can pick out your product labels in a few seconds time

HOW WOULD you like to file—so you could find them—205,000 labels covering 9,500 different products put out by 1,000 meat packing plants under 7,500 brand names?

That's the job faced by the trade label division of the Meat Inspection Service, U.S. Department of Agriculture, and it is made even more difficult because the original labels come in a wide variety of shapes, sizes and colors and appear on different materials, such as waxed cartons, cellulose film, artificial casings, parchment and even as stamp impressions.

Federally inspected meat processors must submit their labels to the Meat Inspection Service for approval, and during the period of the label's use it must conform in all respects to the samples filed with the service. While consumer protection is the primary reason for the identification and labeling requirements, the MIS endeavors also to safeguard the interests of the individual processor and of the industry as a whole in setting up its standards and in maintaining the consistency of their application. It is important, therefore, that complete files be maintained on all labels used by inspected establishments.

With the growth of the meat packing industry, the multiplication of its products and the expansion of the federal meat inspection system, the task of filing and finding hundreds of thousands of label originals at the MID Washington headquarters became an impossible nightmare. The odd con-

glomeration of space-consuming items filled 54 four-drawer letter-size files crammed into two rooms—a giant and awe-inspiring "Fibber McGee's closet."

In order to find the label for Rath's beef stew, the clerk looked under Rath, then alphabetically for stew, beef. To find the names of all packers who made beef stew was a three-week job since there were 1,000 places to look, one for each packer. Daily, the Washington office of the service received unusual questions from its 150 field stations and inspected establishments, such as:

"Does anyone package beef fat?"

"Can I put out a sausage meat with the word 'Abruzzi' to signify its type?"

"Can I make a luncheon meat with soya bean flour?"

Somewhere in the 216 file drawers of

wrappers, flattened cartons, casings, etc., were the answers, but each answer required a search in 1,000 places. The old hand filing system failed to keep pace with needs of the service and the industry.

Officials of the Meat Inspection Service realized that something must be done and Dr. A. R. Miller, chief of the service, Fred L. Wilde, administrative officer, and Dr. John R. Scott, head of the trade labels division, told Charles Finnegan, methods examiner for the MIS, to set up a new label filing system.

In line with the progressive attitude with which the MIS has handled the meat inspection program in recent years, Finnegan developed a modern and business-like system in which mic-

Dr. J. R. Scott, chief, Trade Label division, USDA, checks actual meat packers label against microfilm copy blown up on viewing screen.





NEVERFAIL

Pre-Seasoning

3 DAY HAM CURE

FOR YOUR

EASTER HAMS

The Man You Knew



The Founder of
H. J. Mayer & Sons Co., Inc.

NEVERFAIL, the original *spiced* cure, produces a rich, full-bodied flavor, different from all other hams. In addition, the *natural spices* in NEVERFAIL have antioxidant properties . . . as proved by recent independent research studies. Send for complete information.

H. J. MAYER & SONS CO., INC.

6815 SOUTH ASHLAND AVENUE, CHICAGO 36, ILLINOIS

Plant: 6819 South Ashland Avenue

IN CANADA: H. J. MAYER & SONS CO. (Canada) Limited, WINDSOR, ONTARIO

FOOD MANAGEMENT

INCORPORATED

Consultants to the Meat Packing Industry . . . staffed by packinghouse men and thoroughly conversant with the problems and procedures of packers and sausage manufacturers. We invite your inquiries. No obligation, of course.

6866 ELWYNNE DRIVE • CINCINNATI 36, OHIO
Telephone: TWEED 2502

Natural Casings

Since 1882

BERTH. LEVI & CO., INC.

CHICAGO
NEW YORK

LONDON
BUENOS AIRES • SYDNEY
WELLINGTON

*The
Casing House*

rofilm and electronics are merged to do the job.

As the required labels come in for approval prior to use they are photographed by a Filmsort camera which uses 35 mm. roll film, in either black and white or colored. The film may be cut at any point for developing and printing and when the film is developed, it is placed in a Filmsort mounter which cuts the film and impresses it into an International Business Machines punch card which has an aperture the size of the cut picture. This is so mounted in the IBM card that the picture does not cause a bulge in the cards regardless of how many are stacked together.

Thus the wrappers, cartons and casings are supplanted by neat, uniform cards, each with a $1\frac{1}{4} \times 1\frac{1}{4}$ in. frame of microfilm illustrating a label varying in size from a beef side stamp to a ham wrapper.

After the film is mounted on the card, the card is punched with the information necessary to identify the label, such as establishment number, approval date, approval number, type of product, brand name, etc. With an IBM sorter the film "deck" of cards is set up in accurate file order.

The IBM cards with Filmsort pictures of approved labels are filed 10,000 to a drawer. At the present time there are approximately 250,000 labels filed in three punch card cabinets where previously the same labels occupied 54 four-drawer files.

Electronics have eliminated memory from the filing system. Duplicate punched "decks" of cards (without film) are used to set up "telephone directories" for the label collection. As Finnegan explains:

"We have as many labels in the files as there are people in San Diego. Why should we memorize labels? No one memorizes a telephone book. They use it to look up numbers. We made telephone books for our labels."

One of the directory arrangements consists of an alphabetical listing of all meat products showing the packer and brand. With the cards in this order they were run through a tabulator that printed the information. Working from this list anyone in the MIS can look up beef stew and find all the producers in three minutes instead of three weeks.

The cards were also employed to tabulate a list arranged by packers and, under packers, by products. Under another listing the label collection is broken down by brand name and within brands by packer. Given a brand name, the service can determine instantly who makes what and where.

By eliminating memory from the filing system the MIS is also eliminating duplicate files. The field stations, for example, need a list of approved labels, not the files of labels they originally maintained. Given the lists they can get required labels from inspectors at individual plants. Thus 150 duplicate filing systems are eliminated, one for each field station.

The "telephone book" system lists

labels in every possible way of looking or asking for them. Once the label is identified, file clerks quickly extract a film card which, in turn, is read through a microfilm viewer. This brings the film copy of the label back to its normal size and where color film has been used the viewer presents the colors as shown on the original label.

No request for information is unusual now; a label is either in the lists or not in the files. Finnegan cites the search for a particular type of sausage meat label. The new filing system, within a few minutes, showed that there were only three labels for this type of product on file out of 205,000 labels.

In the course of a year the Meat Inspection Service will receive for approval approximately 25,000 labels and will have several thousand discontinued labels to be rescinded.

Benefits of the new system are great: the saving of countless hours of hand labor in filing and finding; an 88 per cent reduction in Washington file space and the elimination of files at 150 field stations. These mean expense reductions totaling many thousands of dollars. In addition, the service is now in a position to give its staff and meat processors the information they want when they need it.

Western Germany plans to import from Denmark about 6,600 tons of lard and 13,200 tons of butter this year.

FLASHES ON SUPPLIERS

MARATHON CORPORATION: E. V. Krueger, recently named meat and vegetable oil packaging sales manager



K. K. KOEHLER



H. G. STOEGBAUER



H. B. TOMSON



R. E. BONINI

for this Menasha, Wis., firm, has announced the appointment of three regional sales managers and a merchandising manager to assist in the company's accelerated program of meat package sales. They are: Karl K. Koehler, eastern sales manager; H. G. Stoegbauer, central sales manager; H. B. Tomson, western sales manager, and Robert E. Bonini, merchandising manager. Koehler, with Marathon for 25 years, will direct sales in eastern Ohio, West Virginia, Virginia, eastern Tennessee, Alabama and all points east of these states. He will headquartered in New York City. Stoegbauer will make Chicago his headquarters and supervise sales in the territory of western Ohio, Kentucky, western Tennessee, Mississippi, Louisiana, Arkansas, eastern Missouri, Iowa, Minnesota and all areas within this perimeter. Tomson's territory comprises North and South Dakota, Nebraska, western Missouri, Oklahoma, Texas and all areas west of these states, with headquarters in Kansas City. Bonini, who was a sales representative for Marathon in Iowa, has moved to Menasha.

SUTHERLAND PAPER CO.: C. N. Sturtevant, this Kalamazoo, Mich., firm's representative in the Baltimore-Washington territory for several years, has been assigned to the area covering most of Virginia and North Carolina with headquarters in Richmond. William C. Nash covers Sturtevant's former territory.

ONLY 50¢ A DAY
keeps your truck
"REFRIGERATOR COLD"
on hottest days

with a **LOW COST**
AIR INDUCTION
CONDITIONER

FOR NIGHT HOLDOVER OF MEAT PRODUCTS

With the new AIR INDUCTION transformer package your truck can now be loaded with perishables overnight without fear of any loss, or running down of your truck battery.

Write today for complete information

AIR INDUCTION CORP.
122 West 30th Street, New York 1, N. Y.

Stop shrinkage, spoilage, sweating and discoloration—protect all your valuable meat loads, more efficiently, for as little as fifty cents a day.

The dependable Air Induction Conditioner costs less to operate than any other refrigeration method, actually less than ice bunkers or packing in ice. It never needs replacement parts, can't rust, can't break down.

This economical unit costs less to own—as much as 80% less than ordinary mechanical refrigeration units. Yet it keeps your truck uniformly cold during the hottest weather, even when you open truck doors repeatedly. Your meat stays moist and fresh—as fresh as when you load it.

Start today, protect your valuable meat loads for the scorching summer months ahead "the natural way." Order the amazing Air Induction Conditioner. It takes less than an hour to install.



CLIP AND MAIL THIS COUPON TODAY

Yes, send me more information on low cost Air Induction Conditioners.
Number of trucks _____
Inside Dimensions: Height _____ Length _____ Width _____
Please send me literature, prices, full information.

Name _____

Firm _____

Address _____

City _____ Zone _____ State _____

MPI



WE FIT THE LONG AND THE SHORT AND THE TALL

Just as Continental offers a variety of first-class cans for meat products, so we have a variety of helpful services for the people who pack them. Our entire operation is based on the idea of giving each customer service that is *hand-tailored* to fit his individual requirements.

That means more than giving you the right container for your product

and processing methods. You get deliveries scheduled to your needs and not to our convenience. Research, engineering and trouble-shooting services are available in the amount you need—when and where you want them.

Why not give our Tailor-Made Package Service a trial? We're sure we can fit your requirements right down to the last button.



CONTINENTAL CAN COMPANY

Continental Can Building,
100 E. 42nd Street, New York 17, N. Y.



EASTERN DIVISION

100 E. 42nd St., New York 17

CENTRAL DIVISION

135 So. La Salle St., Chicago 3

PACIFIC DIVISION

Russ Building, San Francisco 4

February Meat Foods Processing Down Sharply From January and Year Ago

THE VOLUME of meats and meat foods prepared and processed under federal inspection during the four-week period covering all of February, showed decreases in output of all items

sufficiently large to indicate a general reduction compared with the five weeks of January and a few days of the past year, and a five-week period a year before. Total production as re-

ported by the U.S. Department of Agriculture amounted to 1,202,977,000 lbs. against 1,383,102,000 lbs. in January and 1,719,900,000 lbs. last year.

Amounts of beef and pork, processed in various ways, dropped sharply from the other two periods compared, the accompanying chart indicates. Total of all sausage, loaf, head cheese, chili and jellied products added up to 117,554,000 lbs. against 128,406,000 lbs. in January and 144,746,000 lbs. a year ago.

Steaks, chops and roasts at 48,614,000 lbs., while not a readily compared decrease from the 53,742,000 lbs. put up in the five weeks in January this year, were down sharply from the 106,488,000 lbs. last year. Slicing of bacon, with the volume of the raw product in a seasonal decline, amounted to 56,656,000 lbs., compared with 63,382,000 lbs. in the five weeks of January and 72,924,000 lbs. a year ago. The same trend was true in process-

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—FEB. 1-28, 1953, COMPARED WITH JAN. 27-MAR. 1, 1952

	Feb. 1-28 1953	Jan. 27-Mar. 1 1952	Dec. 28, 1952-Feb. 28 1953	Jan.-Feb. 1951
Placed in cure—				
Beef	8,483,000	9,750,000	17,491,000	17,187,000
Pork	250,306,000	375,245,000	552,386,000	672,138,000
Other	89,000	141,000	242,000	221,000
Smoked and/or dried—				
Beef	3,558,000	5,692,000	8,324,000	9,834,000
Pork	105,685,000	232,816,000	349,894,000	406,476,000
Cooked meat—				
Beef	5,313,000	5,937,000	10,721,000	11,283,000
Pork	20,819,000	38,928,000	46,379,000	69,317,000
Other	334,000	222,000	538,000	516,000
Sausage—				
Fresh	17,103,000	23,443,000	37,418,000	43,440,000
To be dried or semi-dried	9,073,000	10,633,000	19,103,000	18,554,000
Franks, wieners	35,768,000	43,346,000	73,643,000	76,501,000
Other, smoked or cooked	41,649,000	50,233,000	87,107,000	88,728,000
Total sausage	103,593,000	127,655,000	217,273,000	227,223,000
Loaf, head cheese, chili, jellied products	13,961,000	17,091,000	28,687,000	30,634,000
Steaks, chops, roasts—	48,614,000	106,488,000	102,356,000	190,232,000
Bacon, cubes, extract	280,000	337,000	601,000	509,000
Sliced bacon	56,656,000	72,924,000	120,038,000	133,140,000
Sliced, other	4,464,000	3,159,000	8,722,000	5,678,000
Hamburger	10,648,000	18,520,000	19,906,000	33,059,000
Miscellaneous meat product	3,384,000	4,337,000	6,465,000	7,526,000
Lard, rendered	150,129,000	251,295,000	356,292,000	459,085,000
Lard, refined	113,020,000	174,627,000	242,481,000	316,530,000
(1) <i>etc.</i>	8,161,000	10,000	17,278,000	18,38,000
Edible tallow	7,344,000	8,024,000	14,038,000	13,877,000
Rendered pork fat—				
Rendered	7,670,000	12,201,000	17,775,000	22,037,000
Refined	5,592,000	6,180,000	11,547,000	11,164,000
Compound containing animal fat	29,064,000	28,905,000	59,733,000	50,201,000
Oleomargarine containing animal fat	2,512,000	1,656,000	5,010,000	3,281,000
Canned product (for civilian use and Dept. of Defense)	183,307,000	201,493,000	371,898,000	363,305,000
†Total	1,202,977,000	1,710,900,000	2,586,079,000	3,069,861,000

This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

CUTTING MARGINS ON HOGS IMPROVE CONSIDERABLY

(Chicago costs and credits, first two days of week)

Cutting margins on hogs improved considerably, placing all three weight groups in the best position in several weeks. Light hogs showed plus factors in a sharp rate of gain as live costs dropped to the lowest in some time and prices on some meat cuts increased.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

180-220 lbs.			220-240 lbs.			240-270 lbs.		
Pct.	Price per live wt.	Value per lb. alive yield	Pct.	Price per live wt.	Value per lb. alive yield	Pct.	Price per live wt.	Value per lb. alive yield
Skinned hams	12.7	\$2.0	\$ 6.60	9.41	12.7	51.0	\$ 6.48	\$ 9.03
Picnics	5.7	29.3	1.67	2.37	5.5	29.0	1.60	2.22
Boston butts	4.3	40.2	1.73	2.45	4.1	39.5	1.62	2.28
Loins (blade in)	10.2	44.0	4.49	6.42	9.9	43.5	4.31	6.04
Lean cuts		\$14.49	\$20.65	...	\$14.01	\$19.57	...	\$13.91
Bellies, S. P.	11.1	36.2	4.02	5.76	9.6	35.7	3.43	4.82
Bellies, D. S.					2.1	24.0	.50	7.2
Fat backs					3.2	8.5	.27	.38
Plates and jowls	2.9	9.8	.28	.40	3.1	9.8	.30	.41
Raw leaf	2.3	9.8	.23	.31	2.2	9.8	.22	.33
P. S. lard, rend. wt. 13.9	9.2	1.28	1.83	12.4	9.2	1.14	1.59	10.4
Fat cuts and lard		\$ 5.81	\$ 8.30	...	\$ 5.86	\$ 8.22	...	\$ 5.34
Regular trimmings	3.3	20.7	.68	.97	3.1	20.7	.64	.87
Feet, tails, etc.	2.0	8.4	.17	.24	2.0	8.4	.17	.24
Offal & misc.		.56	.80	...	.55	.79	...	.55
TOTAL YIELD & VALUE	70.0	...	\$22.31	\$31.83	71.5	...	\$21.73	\$30.41
Per cwt. alive			Per cwt. alive		Per cwt. alive		Per cwt. alive	
Cost of hogs	\$20.50	Per cwt.	\$20.63	Per cwt.	\$20.52	Per cwt.	\$20.52	Per cwt.
Condemnation loss	.10	Per cwt.	.10	Per cwt.	.10	Per cwt.	.10	Per cwt.
Handling and overhead	1.40	yield	1.21	yield	1.00	yield	1.00	yield
TOTAL COST PER CWT.	\$22.00		\$31.43		\$30.69		\$21.71	
TOTAL VALUE	...		\$31.83		\$30.41		\$20.91	
Cutting margin	+\$3.31		+\$4.40		-\$2.21		-\$2.80	
Margin last week	-\$8.00		-\$1.30		-\$1.51		-\$1.95	

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN JANUARY, 1953

Pounds of finished product	Slicing and in cans	Consumer packages or shelf stabilized
(3 lbs. or over)	3 lbs. (under 3 lbs.)	3 lbs. 4.3 lbs. 47 lbs.
Luncheon meat	17,340,000	9,107,000
Canned hams	19,680,000	9,000,000
Corned beef hash	184,000	5,925,000
Chili con carne	1,780,000	9,098,000
Vienna	124,000	4,300,000
Franks, wieners in brine	3,000	1,183,000
Deviled ham	1,000	470,000
Deviled potted or deviled meat food products	1,000	3,426,000
Tamales	167,000	1,805,000
Sliced dried beef	29,000	368,000
Liver product	78,000	171,000
Meat stew (all product)	51,000	5,930,000
Spaghetti meat products	570,000	4,292,000
Tongue (other than pickled)	83,000	378,000
Vinegar pickled products	941,000	1,494,000
Bulk sausage	1,000	936,000
Hamburger, roasted or cured beef, meat and gravy	81,000	2,276,000
Soups	1,373,000	59,808,000
Sausage in oil	197,000	203,000
Tripe	1,000	635,000
Brains	1,000	327,000
Bacon	38,000	210,000
All other meat with meat and/or meat by-prod- ucts—20% or more	288,000	5,595,000
Less than 20%	582,000	14,444,000
Total	43,620,000	134,986,000

ing of pork fat. Lard rendering dropped to 150,129,000 lbs. from 206,168,000 lbs. in January and 251,295,000 lbs. a year before.

In canning operations, an unusual development was in evidence compared with January production. While total product in the 3-lb. and larger sized cans dropped to 43,620,000 lbs. from 49,507,000 lbs. in January, the volume of product in the under 3-lb. cans rose to 134,986,000 lbs. against 134,691,000 lbs. the month before. A year ago, with much more pork available for canning, total output in the two sizes was 56,281,000 lbs. and 142,578,000 lbs., respectively.

The proportion of luncheon meats to canned hams in the larger cans was 17,340,000 and 19,680,000 lbs., respectively, the past month, while in January these figures were 21,393,000 and 21,899,000 lbs.

Reduced Production of Beef, Veal And Pork Cuts Total Output By 2%

MEAT production under federal inspection for the week ended March 21 dropped slightly from the week before as a result of smaller output of beef, veal, and pork, according to the U.S. Department of Agriculture.

amounts from the week before. Slaughter of all species, except hogs, ranged well above a year ago. Production of pork decreased slightly for the week despite the small increase in kill, indicating lower average weights.

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended March 21, 1953, with comparisons

Week Ended	Beef		Veal		Pork		Lamb and Mutton		Total Meat	
	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	mil. lb.	mil. lb.
Week Ended	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.
March 21, 1953	305	167.8	121	12.2	1,150	152.6	268	13.1	346	
March 14, 1953	316	173.8	126	12.7	1,152	153.6	265	13.0	353	
March 23, 1952	200	111.4	95	9.4	1,348	176.6	223	11.2	309	

AVERAGE WEIGHTS (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep and Lambs		Per 100	Total mil. lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
March 21, 1953	1,000	550	180	101	236	132	105	49	14.8	40.6
March 14, 1953	1,000	550	180	101	238	133	105	49	14.3	39.2
March 23, 1952	1,003	557	175	99	238	131	105	50	15.5	49.7

culture. Total output, estimated at about 346,000,000 lbs., represented a 2 per cent decrease from the previous week, but outweighed last year's production of 309,000,000 lbs. by 12 per cent.

Slaughter of cattle and calves declined moderately, while butchering of hogs and sheep increased by small

amounts. Output of lard worked the same way. Cattle slaughter numbered about 305,000 animals for an 11,000-head decrease from the previous week, but was still over 50 per cent more than the 200,000 killed commercially during the corresponding period last year. Beef production was off proportionately at 167,800,000 lbs. compared with

173,800,000 lbs. the preceding week. Last year it was considerably less at 111,400,000 lbs.

Packers butchered 121,000 head of calves during the week, or 5,000 less than the week before, but more than the 95,000 a year ago. As veal, the week's slaughter amounted to 12,200,000 lbs. of meat against 12,700,000 lbs. the week previous and 9,400,000 lbs. last year.

Hog slaughter, under a 7,000 increase over the preceding week, numbered 1,159,000 head, but fell far short of the 1,348,000 butchered a year ago. Production of pork, however, dropped somewhat to 152,600,000 lbs. as against 153,600,000 lbs. the week before and 176,600,000 lbs. last year. Output of lard gained slightly, reaching 40,600,000 lbs. compared with 39,200,000 lbs. the previous week, but lagged below last year's output of 49,700,000 lbs.

Slaughter of sheep and lambs rose to 268,000 head from 265,000 the week before and 223,000 last year, resulting in 13,100,000, 13,000,000 and 11,200,000 lbs. for the three weeks, respectively.

CHICAGO PROV. SHIPMENTS

Provision shipments, by rail, in the week ended March 21, with comparisons:

	Week Mar. 21	Previous Week	Cor. Week 1952
Cured meats, pounds	4,632,000	4,557,000	15,267,000
Fresh meats, pounds	23,678,000	22,385,000	23,568,000
Lard, pounds	3,850,000	3,229,000	5,026,000



10 Good Reasons for Using CAINCO

Albulac*

- Binds Low Protein Meats!
- Solidifies Under Heat!
- Holds Shrinkage to a Minimum!
- Improves Shelf Life!
- Minimizes Jelly Pockets!
- Stabilizes Water and Fat!
- Increases Yield!
- Improves Sausage Texture!
- Supplements Natural Albumen!
- Controls Moisture!

CAINCO ALBULAC IS A HIGH ALBUMEN . . . EXCEPTIONALLY ADHESIVE . . . SPRAY DRIED . . . PURE MILK PRODUCT!

Manufactured Exclusively for

CAINCO, INC.

Seasonings and Sausage Manufacturers Specialties

222-224 W. KINZIE ST. • CHICAGO 10, ILL.

*Powdered Milk Product



OLD PLANT OPERATION

Hand Method
Used Since 1880:
5 Vats per Man
per Hour

NEW PLANT OPERATION

One Man Empties
25 Vats per Hour
with the
VAT DUMPER
by PUSH BUTTON
CONTROL!



MATERIALS TRANSPORTATION CO.
400 N. MICHIGAN AVE.

CHICAGO 11, ILL.

MEAT and SUPPLIES PRICES

CHICAGO

WHOLESALE FRESH MEATS

CARCASS BEEF

Native steers	Mar. 25, 1953
Prime, 600/800	39 @ 40
Choice, 500/700	35 1/2 @ 36
Choice, 700/800	35 1/2 @ 36
Good, 700/800	33 1/2
Commercial cows	27 1/2
Can. & cut	26 @ 26 1/2
Bulls	29 1/2 @ 30

STEER BEEF CUTS*

Prime:	
Hindquarter	50.06@51.0
Forequarter	29.06@31.0
Round	44.06@46.0
Trimmed full loin	78.06@80.0
Regular chuck	31.06@34.0
Foreshank	13.06@16.0
Brisket	21.06@24.0
Rib	55.06@56.0
Short plate	9.06@10.0
Choice:	
Hindquarter	44.06@46.0
Forequarter	28.06@30.0
Round	44.06@46.0
Trimmed full loin	63.06@66.0
Regular chuck	31.06@34.0
Foreshank	13.06@16.0
Brisket	21.06@24.0
Rib	42.06@45.0
Short plate	9.06@10.0
Good:	
Round	40.06@42.0
Regular chuck	30.06@32.0
Brisket	21.06@24.0
Rib	40.06@42.0
Loins	52.06@56.0

BEEF PRODUCTS

Tongues, No. 1	33 @ 35
Brains	7
Hearts	14
Livers, selected	52
Livers, regular	37
Tripe, scalded	5
Tripe, cooked	6 1/4
Lips, scalded	5 1/2
Lips, unscalded	4 1/2
Melts	4 1/2
Udders	4 1/2

BEEF HAM SETS

Knuckles	46 @ 47
Insides	44 @ 45
Outsides	46 @ 47

FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	37 @ 38
Veal breads, under 12 oz.	67
12 oz. up	74
Calf tongues, under 1 1/2	26
1 1/2-2	28 @ 30
Ox tails, under 1/2 lb.	10.50
Over 1/2 lb.	10.50

WHOLESALE SMOKED MEATS

(l.c.l. prices)

Hams, skinned, 14/16 lbs., wrapped	56 @ 62
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	58 @ 65
Hams, skinned, 16/18 lbs., wrapped	54 1/2 @ 60
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	56 1/2 @ 64
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	48 @ 54
Bacon, fancy square cut, seedless, 12/14 lbs., wrapped	43 @ 47
Bacon, No. 1 sliced, 1-lb. open-faced layers	54 @ 61 1/2

VEAL—SKIN OFF*

Carcass

(l.c.l. prices)

Prime, 80/110	42.00 @ 45.00
Prime, 110/150	43.00 @ 46.00
Choice, 80/110	39.00 @ 42.00
Choice, 110/150	39.00 @ 42.00
Good, 50/80	30.00 @ 34.00
Good, 80/100	34.00 @ 38.00
Good, 110/150	34.00 @ 38.00
Commercial, all wts.	25.00 @ 29.00

CARCASS LAMBS*

(l.c.l. prices)

Prime, 30/50	42.00 @ 45.00
Choice, 30/50	42.00 @ 45.00
Good, all weights	36.00 @ 43.00

*March 26 prices.

CARCASS MUTTON*

(l.c.l. prices)

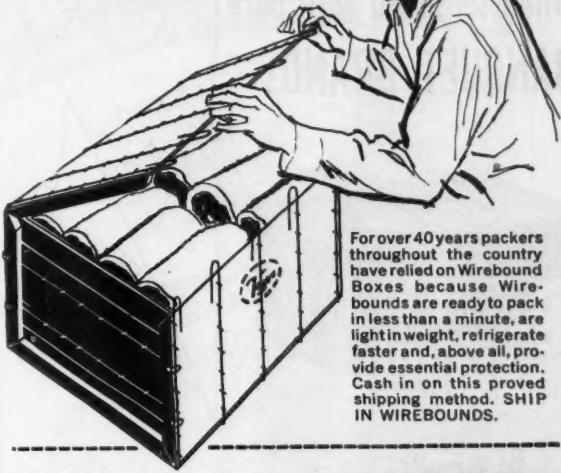
Choice, 70/down	None quoted
Good, 70/down	None quoted
Utility, 70/down	None quoted

SAUSAGE MATERIALS— FRESH

Pork trim., reg. 40%, bbls.	21 @ 22
Pork trim., guar. 50%, bbls.	24
Pork trim., 80% lean, bbls.	43 1/2 @ 44
Pork trim., 95% lean, bbls.	50 @ 52
Pork cheek meat, trmd., bbls.	32 @ 33
Bull meat, bon'l's, bbls.	39 @ 40
C.C. cow meat, bbls.	36
Beef trimmings, bbls.	28 @ 29
Bon'l's chuck, bbls.	39
Bon'l's cheek meat, trmd., bbls.	25
Beef head meat, bbls.	23 1/2 @ 24
Shank meat, bbls.	40
Veal trim., bon'l's, bbls.	31 @ 32

PACKERS

ship better at lower cost in
WIREBOUNDS



For over 40 years packers throughout the country have relied on Wirebound Boxes because Wirebounds are ready to pack in less than a minute, are lightweight, refrigerate faster and, above all, provide essential protection. Cash in on this proved shipping method. **SHIP IN WIREBOUNDS.**

WRITE FOR INFORMATION...

75 PLANTS
THROUGHOUT THE
UNITED STATES



WIREBOUND BOX MANUFACTURERS ASSOCIATION
Room 1165 • 327 S. LaSalle • Chicago 4, Illinois

KOCH Beef Paunch Truck



Used in
Inspected
Plants

Body is specially shaped to hold viscera, with separate pan for edible pluck. Easy to roll, and move into position.

Fine materials throughout. Heavy steel, welded, and hot dip galvanized after fabrication. Body is 50 x 33 1/2-in., 8-in. deep, with 1-in. rim turned down for extra strength. Removable pluck pan is 26 x 26-in., 3-in. deep. Overall: 69-in. long, 37 1/2-in. wide, 35 1/2-in. high. Ship. wt. about 200-lb.

No. 1700—With steel wheels, journal bearings. \$126
No. 1701—With synthetic rubber tread wheels, roller bearings. \$141

No. 1703—With body and pluck pan of stainless steel. Synthetic rubber tread wheels, roller bearings. \$325

DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	90 @ 1.01
Thuringer	46 @ 50
Farmer	82 @ 84
Holsteiner	81 @ 84
B. C. Salami	85 @ 87
Genoa style Salami, ch.	93 @ 98
Pepperoni	76 @ 80

KOCH Supplies

Write to 2520 Holmes St. Kansas City 8, Mo.

Or for quickest service call collect Kansas City Victor 3788



All your meats are
BANQUET-GRAND
when seasoned with pure
BANQUET BRAND!



You can't put in better-tasting seasonings than Banquet Brand **PURE** Pepper and Spices—from McCormick, the World's Largest Spice and Extract House! McCormick means unequalled flavor penetration and retention! Tell your McCormick Banquet Brand man your needs—let the McCormick resources and laboratories work for YOU!

McCORMICK
Banquet BRAND

Contact your local McCormick office or write to:

McCORMICK & CO., Inc.

WORLD'S LARGEST SPICE AND EXTRACT HOUSE
Baltimore 2, Maryland

DOMESTIC SAUSAGE

(l.c.l. prices)	
Pork sausage, hog casings	43 @46
Pork sausage, sheep cas.	50 @55
Frankfurters, sheep cas.	55 @63.7
Frankfurters, skinless	43 @46
Bologna	43 @46
Bologna, artificial cas.	41 @45
Smoked liver, hog bungs	43 @49.3
New Eng. lunch, spec.	66 @69
Tongue and blood	45 @51
Souse	36 @38
Polish sausage, fresh	50 @55
Polish sausage, smoked	54

SEEDS AND HERBS

(l.c.l. prices)		Ground for Saus.
Caraway seed	15	20
Cominos seed	22	27
Mustard seed, fancy	28	..
Yellow American	15	..
Oregano	24	32
Coriander, Morocco	..	..
Natural No. 1	11	16
Marjoram, French	34	45
Sage, Dalmatian	..	..
No. 1	52	66

CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$ 9.39
Salt peter, n. ton, f.o.b. N.Y.	..
Dbl. refined gran.	11.25
Small crystals	14.00
Pure rfd., gran. nitrate of soda	15.40
Pure rfd., powdered nitrate of	5.25
soda	6.25
Salt—	..
in min. car. of 45,000 lbs., only, paper sacked, f.o.b. Chgo.	..
Granulated	\$22.00
Rock, per ton in 100-lb. bags, f.o.b. warehouse, Chgo.	25.50
Sugar—	..
Raw, 96 basis, f.o.b. N.Y.	6.40
Refined standard cane gran., basis	8.70
Refined standard beet gran., basis	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.40
Cerelose dextrose, per cwt.	..
L.C.L. ex-warehouse, Chgo.	7.72
C/L Del. Chgo.	7.62

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles Mar. 24	San Francisco Mar. 24	No. Portland Mar. 24
STEER:			
Choice:			
500-600 lbs.	\$38.00 @39.00	\$40.00 @42.00	\$38.50 @41.00
600-700 lbs.	37.00 @38.00	38.00 @40.00	38.00 @40.00
Good:			
500-600 lbs.	35.00 @37.00	38.00 @39.00	37.00 @39.00
600-700 lbs.	33.00 @35.00	36.00 @38.00	36.00 @38.00
Commercial:			
350-500 lbs.	34.00 @36.00	35.00 @37.00	35.00 @38.00
COW:			
Commercial, all wts.	28.00 @31.00	33.00 @36.00	31.00 @35.00
Utility, all wts.	27.00 @29.00	29.00 @33.00	30.00 @33.00
FRESH CALF:	(Skin-Off)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down	45.00 @47.00	None quoted	46.00 @51.00
200 lbs. down	41.00 @44.00	None quoted	45.00 @50.00
FRESH LAMB (Carcass)			
Prime:			
40-50 lbs.	41.00 @43.00	45.00 @47.00	43.00 @45.00
50-60 lbs.	38.00 @42.00	None quoted	43.00 @45.00
Choice:			
40-50 lbs.	41.00 @43.00	43.00 @45.00	43.00 @45.00
50-60 lbs.	38.00 @42.00	None quoted	43.00 @45.00
Good, all wts.	37.00 @41.00	42.00 @44.00	40.00 @44.00
MUTTON (EWE):			
Choice, 70 lbs. down	24.00 @27.00	None quoted	21.00 @24.00
Good, 70 lbs. down	24.00 @27.00	None quoted	21.00 @24.00
FRESH PORK CARCASSES (Packer Style)	(Shipper Style)	(Shipper Style)	(Shipper Style)
80-120 lbs.	None quoted	34.00 @35.00	None quoted
120-160 lbs.	33.50 @35.00	33.00 @35.00	34.00 @35.50
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.	50.00 @53.00	52.00 @56.00	53.00 @57.00
10-12 lbs.	50.00 @53.00	52.00 @54.00	53.00 @57.00
12-16 lbs.	50.00 @53.00	50.00 @52.00	51.00 @55.00
PICNICS:			
4-8 lbs.	35.00 @39.00	39.00 @41.00	37.00 @40.00
PORK CUTS No. 1:	(Smoked)	(Smoked)	(Smoked)
HAM, Skinned:			
12-16 lbs.	57.00 @65.00	62.00 @65.00	59.00 @64.00
16-18 lbs.	57.00 @63.00	59.00 @62.00	None quoted
BACON, "Dry Cure" No. 1:			
6-8 lbs.	48.00 @57.00	55.00 @58.00	53.00 @57.00
8-10 lbs.	43.00 @54.00	52.00 @55.00	51.00 @56.00
10-12 lbs.	43.00 @54.00	None quoted	49.00 @54.00
LARD, Refined:			
1-lb. cartons	14.00 @15.50	14.50 @16.00	14.00 @16.00
50-lb. cartons and cans	13.00 @14.50	12.50 @14.50	None quoted
Tierces	12.50 @14.00	12.00 @13.50	11.50 @15.00

J. MANASTER CO.

1238 George St. Market, Chicago 13, Illinois

Telephone: Diversey 8-4100

POULTRY PROCESSORS & DISTRIBUTORS
Poultry Parts for Frozen Food Distributors
CANNERS' POULTRY - CHICKEN SKINS - GIZZARDS - HEARTS
Write for our weekly Poultry Market Bulletin



PROTECT YOURSELF...

Cleve-O-Cement is your best insurance against the physical hazards and product damage that may be caused by holes in your floor. You can save thousands of dollars through a small investment. Cleve-O-Cement is easy to apply, dries flint hard overnight. Ready for heavy traffic next morning. Not effected by heat or cold, live steam or most acids. Used and recommended by the leading and largest food and meat packing plants, dairies, laundries, ice cream and bottling plants. Developed especially for wet, damp floors.

Send for illustrated bulletin.

THE MIDLAND PAINT & VARNISH CO.

9119 RENO AVE.

CLEVELAND 5, OHIO

ADELMANN

The choice of discriminating packers all over the world.

Available in Cast Aluminum and Stainless Steel. The most complete line offered. Ask for booklet "The Modern Method."

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.
Chicago Office, 332 S. Michigan Ave.



• ELECTRONICALLY GLUED HARD MAPLE TOPS FOR MEAT PACKERS

- ENDURINGLY STRAIGHTER
- FUSED FOR FLATNESS
- LAMINATED TO LAST

Tolco edge-grained, hard maple, laminated cutting and trimming tops for meat packers, canners and sausage manufacturers are electronically glued with radio waves under high pressure. This original process plus Tolerton policy of providing more laminations per foot of board surface assures a top which is straighter, flatter, more sturdy and especially resistant to warpage. Write for illustrated folder today.

THE TOLERTON COMPANY

265 Freedom Avenue

Alliance, Ohio

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS CARCASS BEEF

Mar. 25, 1953	
Per cwt.	
Western	
Pork loins, 12/16	\$.49.00@\$.50.00
Pork loins, 8/10	48.00@\$.50.00
Hams, sknd., 14/down	\$.54.00@\$.56.00
Boston butts, 4/8 lbs.	43.00@44.00
Spareribs, 3/down	41.00@43.00
Pork trim., regular	22.00
Pork trim., spec. 80%	46.00

FRESH PORK CUTS

(l.c.l. prices)

Western

Pork loins, 12/down	\$.49.00@\$.50.00
Pork loins, 8/10	48.00@\$.50.00
Hams, sknd., 14/down	\$.54.00@\$.56.00
Boston butts, 4/8 lbs.	43.00@44.00
Spareribs, 3/down	41.00@43.00
Pork trim., regular	22.00
Pork trim., spec. 80%	46.00

City

Hams, sknd., 14/down	\$.56.00@\$.58.00
Pork loins, 12/down	51.00@54.00
Pork loins, 8/10	None
Picnics, 4/8	35.00@38.00
Boston butts, 4/8 lbs.	46.00@48.00
Spareribs, 3/down	44.00@46.00

VEAL-SKIN OFF

(l.c.l. prices)

Western

Prime, 80/110	\$.44.00@\$.48.00
Prime, 110/150	44.00@\$.50.00
Choice, 50/80	37.00@42.00
Choice, 80/100	40.00@45.00
Choice, 110/150	40.00@45.00
Good, 58/80	34.00@38.00
Good, 80/150	36.00@40.00
Commercial, all wts.	30.00@35.00

DRESSED HOGS

(l.c.l. prices)

100 to 136 lbs.	\$.34.50@\$.37.50
137 to 153 lbs.	34.50@37.50
154 to 171 lbs.	34.50@37.50
172 to 188 lbs.	34.50@37.50

BUTCHERS' FAT*

(l.c.l. prices)

Shop fat	1/4 c. lb.
Breast fat	1/2 c. lb.
Inedible fat	3/4 c. lb.
Edible suet	3/4 c. lb.
*Butcher advocate prices.	

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, March 25, were reported as follows:

CATTLE:

Steers, ch. & prime	\$.22.50@\$.24.50
Steers, choice	20.00@23.00
Steers, good	20.00@21.50
Heifers, gd. & ch.	20.00@22.00
Heifers, util. & com'l.	17.00@20.00
Cows, util. & com'l.	18.50@20.00
Cows, com. cut	12.00@13.50
Bulls, good	14.00@15.00
Bulls, util. & com'l.	15.00@17.50
Bulls, can. & cut	11.00@12.00

HOGS:

Good, ch.	190/200	\$.20.50@\$.21.00
Good, ch.	200/220	20.50@21.00
Gd., ch.	220/240	20.50@21.00
Gd., ch.	240/270	20.00@20.50
Gd., ch.	270/300	19.50@20.00
Sows, 400/down		19.00@19.50

LAMBS:

Choice & prime	\$.23.25 only
Good & choice	22.25@22.50



BY-PRODUCTS....FATS AND OILS

TALLOWS AND GREASES

Wednesday, March 25, 1953

The erratic nature of the tallow and greases market of recent weeks was finally erased the past week, and a more settled market was evident. Most materials were offered at the going prices, but buying interest was lacking. Few tanks of B-white grease traded at 4½c, and additional tanks at 4½c, all c.a.f. Chicago. Three tanks of yellow grease sold at 4c, c.a.f. Chicago. On Friday, sellers continued to hold firm; choice white grease was bid at 5½c, c.a.f. East, and offered at 5¾c. Several tanks of yellow grease sold at 3¾c, c.a.f. Chicago.

On Monday of the new week, moderate interest was displayed on the part of eastern sources, but purchasing power in the midwest was again lacking. Consequently, offerings of some product came out at fractionally lower levels, without takers. Prime tallow was offered at 4½c, and special tallow at 4½c, Chicago. B-white grease, however, was held firm at 4½c, Chicago, with last sales recorded at 4½c. No. 2 tallow was bid at 3¾@3¾c, c.a.f. eastern point.

Consumers in the midwest stepped into the market on Tuesday and again bought some product at reduced quotas. Several tanks each of bleachable fancy tallow sold at 4¾c, prime tallow at 4¾c, and special tallow at 4¾c and 4c, all c.a.f. Chicago. Few tanks of choice white grease sold at 5½c and 5¾c, c.a.f. East. Several tanks of yellow grease traded at 3¾c, c.a.f. Chicago. Few more tanks of yellow grease sold at 4c, c.a.f. Chicago, and 4½c, c.a.f. East. Several tanks of B-white grease moved at 4½c, c.a.f. Chicago. Two tanks of original fancy tallow sold at 5c, c.a.f. Chicago. Several tanks of choice white grease moved at 5¾c, c.a.f. East. Few more tanks of original fancy tallow sold at 5¾c, c.a.f. East. Several

BY-PRODUCTS MARKETS

Wednesday, March 25, 1953

Blood

	Unit
Unground, per unit of ammonia (bulk)	*5.00@5.25n

Digester Feed Tankage Materials

	Unit
Wet rendered, unground, loose, Low test	*5.25n
High test	*5.25n
Liquid stick tank cars	.25@3.00

Packinghouse Feeds

	Carlots, per ton
50% meat and bone scraps, bagged	\$80.00@ 85.00
50% meat and bone scraps, bulk	70.00@ 80.00
55% meat scraps, bulk	85.00@ 95.00
60% digester tankage, bulk	75.00@ 85.00
60% digester tankage, bagged	80.00@ 90.00
80% blood meal, bagged	125.00
70% standard steamed bone meal, bagged (spec. prep.)	75.00

Fertilizer Materials

	Per unit
High grade tankage, ground, per unit ammonia	\$4.75@5.25
Hoof meal, per unit ammonia	7.00@7.25

Dry Rendered Tankage

	Per unit Protein
Low test	*1.30n
High test	*1.15

Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	\$1.50@ 1.75
Hide trimmings (green, salted)	15.00@17.50
Cattle jaws, skulls and knuckles, per ton	65.00n
Pig skin scraps and trimmings, per lb.	5½

Animal Hair

	Per cwt.
Winter coil dried, per ton	*55.00@60.00
Summer coil dried, per ton	*37.50n
Cattle switches, per piece	5½
Winter processed, gray, lb.	10 @11
Summer processed, gray, lb.	3 @ 3½n

n—nominal. a—asked.

*Quoted delivered basis.

more tanks of prime tallow sold at 4¾c, Chicago basis.

Wednesday's activity centered around choice white grease, which traded at 5¾c and 6c, c.a.f. East, and the latter figure bid for additional tanks. Yellow grease and No. 1 tallow traded at 3¾c, c.a.f. Chicago, several tanks involved. Bleachable fancy tallow talked 5@5½c, delivered East. Few tanks of special tallow sold at 4½c, c.a.f. Chicago. Several tanks of yellow grease moved at 4½c, c.a.f. East. Rumors were cur-

VEGETABLE OILS

Wednesday, March 25, 1953

Most selections in the vegetable oil market experienced little or no activity early in the week at prices unchanged to slightly easier. Trading of soybean oil was concentrated mostly in April shipment, and a fair volume moved at 13¾c. A couple tanks of immediate shipment sold early at 13¾c, as did a comparable amount of March shipment, seller's tanks. A fair quantity of May shipment sold early at 13¾c and June shipment in light volume at 13¾c. Bids for all shipments were lowered ½c in the afternoon, with sellers maintaining higher offering levels which created a near stalemate.

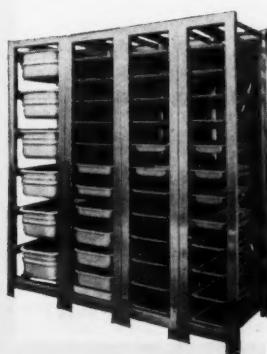
According to some reports, very little cottonseed oil was available in the Valley and Southeast and no trading could be uncovered. The market in both areas was pegged at 14¾c, nominal basis. Oil in Texas was offered at distant points at 14¾c, but buying interest was lacking at that price. Corn oil sold in a small way at 14¾c, but offerings were few at that figure. Peanut oil was bid at 24c, but unsold. Coconut oil for spot shipment was offered at 20½c, but failed to attract buyers.

Trading of soybean oil was extremely light Tuesday, at prices mostly

rent that bleachable fancy tallow sold at 4½c, c.a.f. Chicago, but not confirmed.

TALLOWS: Wednesday's quotations: edible tallow, 5½@5¾c; original fancy tallow, 4¾@5c; bleachable fancy tallow, 4¾c; prime tallow, 4¾c; special tallow, 4¾c; No. 1 tallow, 3¾c; and No. 2 tallow, 3¾c.

GREASES: Wednesday's quotations: choice white grease, 5@5½c; A-white grease, 4¾c; B-white grease, 4¾c; yellow grease, 3¾@4c; house grease 3½c; and brown grease, 2¾@3¾c.



New PAN-L-RACKS

*Four models accommodate standard widths, all lengths
McClintock platters, pans,
utility lugs.

*Individual models can be joined together in any combination or used singly.

Illustration shows how platters, pans, lugs may be used in the four different widths. Height 6 ft., depth 25/8 in.

SAVE SPACE IN ANY COOLER OR BLOOM ROOM ...SIMPLIFY MEAT STORAGE AND HANDLING

- ★ Light, strong RUST-PROOF aluminum alloy used throughout.
- ★ Completely SANITARY, easy to clean.
- ★ Simple to install. No fastening to walls or floors.
- ★ Skeletal construction permits PROPER COLD AIR CIRCULATION throughout.

LITERATURE AND PRICES ON REQUEST!

E. G. JAMES COMPANY
316 S. LA SALLE STREET • CHICAGO 4, ILL.

steady. All sales were accomplished early in the day, as refiners were completely out of the market by mid-afternoon due to higher offering levels. March shipment cashed in light volume, (reportedly five tanks) at 13½c, with one tank rumored at 13½c. April shipment also sold at 13½c, but forward positions went unsold. June shipment was called 13½c and July at 13½c, both nominal.

The cottonseed oil market was unchanged to slightly higher in some instances. Valley oil sold at 14½c, and on one occasion at 15c. The market in the Southeast was quoted at 15c, nominal. Cottonseed oil in Texas traded at 14½c at Lubbock and at 14½c at Waco. Corn oil sold at 14½c, but some offerings were priced up to 14½c, f.o.b. midwest. Peanut oil moved at 24½c for quick shipment, while buying interest for March shipment was expressed in some trading areas at 24c. Actual sales of coconut oil could not be confirmed and the market was relatively unchanged, although some offerings were priced up to 21c.

One of the lowest volume days for some time was experienced in the edible oil market at midweek. Less than ten tanks of soybean oil were traded, according to reports. March shipment sold at 13½c and April shipment sold at 13½c western point, equal to 13½c Decatur basis. July shipment sold at 13½c and August at 13½c. All offerings later in the day were priced ½c

to ¼c over buying ideas.

Cottonseed oil sold in a limited way at 15c in the Valley and the market in the Southeast was unchanged at 15c, nominal. Texas oil continued to trade at 14½c and 14½c, depending on location. A small quantity of corn oil sold at 14½c for nearby shipment. Peanut oil was bid at 24c, but offerings did not come out at that level. Spot shipment coconut oil was bid at 20½c, without action.

CORN OIL: Small volume traded at ½c decline from bulk of last week's sales.

SOYBEAN OIL: Midweek activity

VEGETABLE OILS

Wednesday, March 25, 1953

	Open	High	Low	Close	Prev. Close
May	17.07	...	...	17.20	17.15
July	16.85b	...	...	16.90	16.90
Sept.	15.95b	...	...	15.98	16.00
Oct.	15.65b	...	...	15.65b	15.65b
Dec.	15.53b	...	...	15.55b	15.60
Jan.	15.50n	...	...	15.50n	15.50n
Mar.	15.44n	...	...	15.40n	15.40n

Sales: 82 lots.

FRIDAY, MARCH 20, 1953

	Open	High	Low	Close	Prev. Close
May	17.07	...	...	17.20	17.15
July	16.85b	...	...	16.90	16.90
Sept.	15.95b	...	...	15.98	16.00
Oct.	15.65b	...	...	15.65b	15.65b
Dec.	15.53b	...	...	15.55b	15.60
Jan.	15.50n	...	...	15.50n	15.50n
Mar.	15.44n	...	...	15.40n	15.40n

Sales: 82 lots.

MONDAY, MARCH 23, 1953

	Open	High	Low	Close	Prev. Close
May	17.12b	...	...	15.30n	15.40n
July	16.85b	16.86	16.78	16.80b	16.90
Sept.	15.90b	15.93	15.83	15.85b	15.98
Oct.	15.60b	15.50	15.50	15.50b	15.65b
Dec.	15.50b	15.30	15.30	15.32b	15.55b
Jan.	15.50n	...	...	15.30n	15.50n
Mar.	15.44n	...	...	15.20n	15.40n

Sales: 47 lots.

TUESDAY, MARCH 24, 1953

	Open	High	Low	Close	Prev. Close
Mar.	15.20n	...	...	15.30n	15.20n
May	17.08	17.20	17.08	17.25b	17.10b
July	16.80b	16.95	16.85	16.94	16.80b
Sept.	15.85b	15.97	15.90	15.94b	15.85b
Oct.	15.48b	15.57	15.55	15.60b	15.50b
Dec.	15.30b	...	...	15.48b	15.32b
Jan.	15.20n	...	...	15.40n	15.30n

Sales: 119 lots.

WEDNESDAY, MARCH 25, 1953

	Open	High	Low	Close	Prev. Close
May	17.26	17.30	17.15	17.20	17.25b
July	16.90b	16.99	16.89	16.91	16.94
Sept.	15.98	16.00	15.85	15.92	15.94b
Oct.	15.60b	...	...	15.50b	15.60b
Dec.	15.45b	15.40	15.40	15.38b	15.43b
Jan.	15.40n	...	...	15.35n	15.40n
Mar.	15.30n	...	...	15.30n	15.30n

Sales: 126 lots.

EDWARD KOHN Co.

3845 EMERALD AVE., CHICAGO 9, ILL. Phone: Yards 7-3134

We deal in
Straight or Mixed Cuts
BEEF • VEAL
LAMB • PORK
AND OFFAL

- Our more than 25 years in business offers you an established outlet for distribution of your products in the Chicago area.
- Fully equipped coolers for your protection.

We invite your inquiry

EDWARD KOHN Co.

For Tomorrow's Business

THE WM. SCHLUDERBERG - T. J. KURDLE CO.

PRODUCERS OF



MEATS OF UNMATCHED QUALITY

MAIN OFFICE AND PLANT

3800-4000 E. BALTIMORE ST., BALTIMORE, MD.

Hydrogenated

LARD FLAKES

Improve Your Lard

Samples on request.

Carload and L.C.L. Shipments.

FREE

Our laboratory facilities are available free to help you determine quantities to be used and methods of operation.

THE E. KAHN'S SONS CO.

Cincinnati 25, Ohio

Phone: Kirby 4000

HIDES AND SKINS

Big packer hide movement light at 1/2 gain Tuesday—Midweek activity slack—Small packer and country hide markets dull—Calfskin sales at declining levels—Demand for sheepskins good, but actual sales limited.

CHICAGO

PACKER HIDES: There was fair interest on the part of both tanners and dealers the beginning of the week, but the usual Monday's quietness prevailed. Packers withheld offerings, although steady prices were generally bid for some selections.

A scattered amount of trading materialized Tuesday, and a 1/2c gain was registered for selections sold, except light native cows which moved at last sale prices. The rise in prices was attributed largely to exporters, rather than domestic tanner participation. More hides were offered after the sales were consummated, but buyers did not enthusiastically follow the advance and late afternoon activity fell short. About 30,000 hides traded, the largest volume in heavy native steers. Some 16,000 brought 13c. Approximately 8,000 branded steers sold at 11 1/2c for the butts and 11c for the Colorados. An additional car of Colorados sold at 11c. About 6,000 River, Chicago and heavy St. Paul native cows traded at 14 1/2c, 15c and 15 1/2c, respectively. A lot of 1,200 light Milwaukee native cows sold steady at 18c.

Tanners did not enter the market to any great extent until midweek and only a few sales were reported. Offerings of branded steers, heavy native steers and, particularly light native cows, were available but were generally unsold due to tanner resistance to the gain registered Tuesday. Branded cows were bid at 13c for northerns and 13 1/2c for lighter average points. Some sources thought light native cows might sell off 1/2c in order to move material. Actual sales during the day amounted to 1,200 heavy native cows at 15 1/2c, 1,000 Chicas at 15c and 1,200 heavy native steers at 18c.

SMALL PACKER AND COUNTRY HIDES: Both markets experienced a dearth of activity, due mainly to lack of buying interest. The 50-lb. average small packer hides were quoted in a range of 14 1/2c to 15c, but was believed to be a temporary quotation as a lower price structure was gradually developing. The 60-lb. average were pegged at 13 1/2c and 12c on the brands, but no movement was heard at either level. Good locker butcher country hides were offered at 12 1/2c and as high as 13 1/2c, and rendered were listed at 12c, nominal.

CALFSKINS AND KIPSKINS: Although small lots of kipskins moved early last week at steady levels, no movement was recorded this week. Calfskins, however, traded late Monday,

and 35,000 all-weight northern calfskins, with St. Paul lights included, sold at 50c and 47 1/2c for the St. Pauls. These prices represented a 2 1/2c decline on the heavies and 3 1/2c on the lights.

SHEEPSKINS: Demand was particularly good for the No. 2 and No. 3 shearlings, but offerings of No. 2's at 1.75 and No. 3's at 1.10 were unsold up to midweek. Movement was thought possible at 5c under offering levels later in the week. The No. 1 shearlings sold at 2.50, which was considered steady. Fall clips were not too plentiful, but some sources thought it would take 3.00 to move stock, if good quality. Dry pelts continued to move at 28c. Pickled skins were quoted in a range of 12.50@13.00, with sales reported in the spread at 12.75, per doz., flat.

CHICAGO HIDE QUOTATIONS

PACKER HIDES			
	Week ended Mar. 25, 1953	Previous Week	Cor. Week 1952
Nat. steers	13 @18	12 1/2 @18	12 1/2 @17n
Hvy. Texas			
steers	11 1/2n	11 1/2n	11 1/2
Butt branded			
steers	11 1/2n	11	11 1/2
Col. stra	11n	10 1/2	10 1/2
Ex. light Tex.			
stra	19n	19 1/2n	17n
Brand'd cows	13 @13 1/2n	13 @13 1/2	14
Hy. nat. cows	14 1/2 @15 1/2n	15	14 1/2 @15 1/2
Lt. nat. cows	18n	18	16 1/2 @17 1/2
Nat. bulls	11n	11	11 1/2n
Brand'd bulls	10n	10	10 1/2n
Calfskins, Nor.			
10/15	50	57 1/2	40
10 down	45 @47 1/2	50 @51n	32 1/2
Kips, Nor.			
nat. 15/25	37 1/2n	37 1/2n	26
Kips, Nor. branded	32 1/2n	32 1/2n	28 1/2

SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and over	13 @13 1/2	13 @13 1/2	13 @13 1/2n
50 lbs.	14 1/2 @15n	14 1/2 @15n	14 @14 1/2n

SMALL PACKER SKINS

Calfskins, under			
15 lbs.	40n	40n	31n
Kips, 15/30	30 @32n	30 @32n	26 @27
Slunks, reg.	1.50n	1.50n	1.00
Slunks, hairless	50n	50n	40n

SHEEPSKINS

Pkr. shearlings,			
No. 1	2.50n	2.25 @	2.50n
Dry Pelts	28n	28n	35 @ 36
Horsehides, untrmd.	9.50 @ 10.00n	9.50 @ 10.00n	7.50 @ 8.00

CHICAGO HIDE MOVEMENT

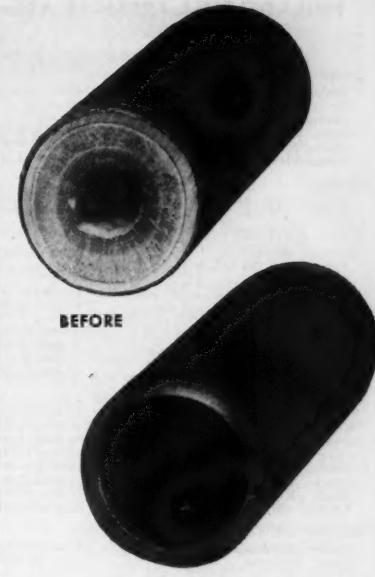
Receipts of hides at Chicago for the week ended March 21, 1953, were 6,133,000 lbs.; previous week, 6,950,000 lbs.; same week 1952, 4,032,000 lbs.; 1953 to date 58,297,000 lbs.; same period 1952, 54,544,000 lbs.

Shipments for the week ended March 21, 1953, totaled 3,946,000 lbs.; previous week, 3,821,000 lbs.; corresponding week, 1952, 3,572,000 lbs.; this year to date, 41,981,000 lbs.; corresponding week, 1952, 45,371,000 lbs.

EASTERN BY-PRODUCTS MARKET

New York, Mar. 25, 1953

Dried blood was quoted Wednesday at \$5.00 to \$5.50 per unit of ammonia. Low test wet rendered takage was priced at \$5.50 per unit of ammonia. Dry rendered tankage was listed at \$1.10 per protein unit.



DON'T ROD OUT SCALE

—Dissolve It!

OAKITE COMPOUND No. 32 did all the work on this pipe—did it better, faster, far more safely than any mechanical method.

Oakite Compound No. 32 *dissolves* scale and rust as it circulates—often makes dismantling of equipment unnecessary. Removes *all* deposits—flows into areas inaccessible to rod and drill. Does not affect sound metal surfaces—does not change dimensions of tubes and piping.

Use Oakite Compound No. 32 to descale and derust

condensers	heaters
compressors	brine coolers

FREE HANDBOOK 4305 tells all about it. Ask your local Oakite Technical Service Representative. Or write Oakite Products, Inc., 20A Rector St., New York 6, N. Y.

SPECIALIZED INDUSTRIAL CLEANING
OAKITE
MATERIALS • METHODS • SERVICE

Technical Service Representatives Located in
Principal Cities of United States and Canada

PHILADELPHIA FRESH MEATS

(Tuesday, March 24)
WESTERN DRESSED

BEEF (STEER):

Prime, 600-800	None quoted
Choice, 600-800	\$38.50@41.00
Choice, 800-900	37.00@38.50
Good, 500-700	35.00@37.75
Commercial, 350-600	31.00@33.00
Commercial, 350-600	31.00@33.00

COW:

Commercial, all wts.	29.00@31.00
Utility, all wts.	28.00@30.00

VEAL (SKIN-ON):

Prime, 80-110	None quoted
Prime, 110-150	None quoted
Choice, 50-80	44.00@46.00
Choice, 80-110	43.00@46.00
Choice, 110-150	34.00@38.00
Good, 50-80	36.00@40.00
Good, 80-110	35.00@40.00
Good, 110-150	32.00@36.00
Commercial, all wts.	25.00@30.00
Utility, all wts.	25.00@30.00

LAMB:

Prime, 30/45	46.00@49.00
Prime, 45/55	44.00@46.00
Prime, 55/65	39.00@44.00
Choice, 30/45	46.00@48.00
Choice, 45/55	43.00@46.00
Choice, 55/65	38.00@43.00
Good, all wts.	40.00@45.00
Utility, all wts.	34.00@38.00

MUTTON (EWE):

Choice, 70/down	None quoted
Good, 70/down	None quoted

PORK CUTS—CHOICE LOINS:

(Bladeless included) 12/down	48.00@50.00
(Bladeless included) 12-16	48.00@49.00
Bladeless included) 16-20	None quoted

BUTTS, BOSTON STYLE 4-8	43.00@45.00
SPARERIBS, 3 lbs. down	40.00@42.00

LOCALLY DRESSED

STEER BEEF CUTS:	Prime	Choice
Hindqtrs, 600/800	\$50.00@ 55.00	\$46.00@49.00
R'd., no flank	45.00@ 48.00	45.00@48.00
Hip r'd., with flank	45.00@ 48.00	45.00@47.00
Full loin, r'd.	54.00@ 60.00	46.00@50.00
Short loin, tr.	105.00@115.00	72.00@78.00
Flank	10.00@ 12.00	10.00@12.00
Rib	55.00@ 60.00	46.00@50.00
Arm chuck	34.00@ 36.00	33.00@35.00
Cr. cut chuck	38.00@35.00	32.00@34.00
Brisket	25.00@ 27.00	25.00@27.00
Short plates	10.00@ 14.00	10.00@14.00

CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago for the week ended March 21, 1953 was 13.4, according to a report by the U. S. Department of Agriculture. This ratio was compared with the 13.3 ratio reported for the preceding week, with the 9.0 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling for \$1.576 per bu. in the week ended March 21, 1953, \$1.566 per bu. in the previous week and \$1.867 per bu. for the same period a year earlier.



More and more packers prefer pickles by GOLDSMITH. Why not give your sausage products a real sales-winning taste appeal by simply adding Goldsmith's Sweet Diced Pickles to your product formulas? This low-cost sales-builder improves appearance creates more demand. HIRAM CUKE also sez: Give your products really distinctive appeal with Diced Sour and Dill Pickles, Sweet and Sour Chunks... Diced Red and Green Peppers. Write GOLDSMITH today... we specialize in serving packers and sausagemakers.

WEEK'S CLOSING MARKETS

THURSDAY'S CLOSINGS

Provisions

The live hog top at Chicago was \$21.00; average, \$20.65. Provision prices were quoted as follows:

Under 12 pork loins, 43; 10/14 green skinned hams, 50%@52; Boston butts, 40; 16/down pork shoulders, 35 nominal; 8/down spareribs, 39; 8/12 fat backs, 9 1/4@10 1/4, regular pork trimmings, 21 nominal; 18/20 DS bellies, 25; 4/6 green picnics, 29 1/2@29%; 8/up green picnics, 30@30 1/4.

P.S. loose lard was quoted at 9.25 nominal and P.S. lard in tierces at 10.37 1/2 nominal.

Closing cottonseed oil prices in New York were quoted as follows: May, 17.19-18; July, 16.84b-87a; Sept., 15.87b-90a; Oct., 15.50b-65a; Dec., 15.37b-40a; Jan., 15.35n; and Mar., 15.30n. Sales: 36 lots.

January Meat Price Index

The U.S. consumer price index on meat, poultry and fish in January, based on an average of 46 cities on the 1947-49 basis of 100 per cent, was 110.9, or 2.1 per cent less than the 113.0 recorded for the month before and 117.1 per cent in January, 1952, the Bureau of Labor Statistics has reported. Among the large cities, Chicago had the lowest meat index of 105.6 compared with 113.8 for New York, and 113.2 for Los Angeles.

JANUARY COTTONSEED OIL

Cottonseed oil consumption during January amounted to 256,200 barrels, or almost 7,000 barrels more than the 249,450 barrels consumed the month before, but less than the 320,100 barrels in January, 1952, the Bureau of Census has reported. The visible supply at the close of January amounted to 3,344,100 barrels against 3,457,800 at the end of December and 2,407,500 barrels at the close of January, last year.

GOLDSMITH'S

DICED SWEET PICKLE

In your Loaves, Sausage and Specialties:

- IMPARTS A DISTINCTIVE TASTE APPEAL
- ENHANCES EYE AND SALES APPEAL
- MEANS LOWER COSTS, HIGHER PROFITS

Goldsmith

PICKLE COMPANY

4941 S. RACINE AVE. • CHICAGO 9, ILLINOIS

N. Y. HIDE FUTURES

FRIDAY, MARCH 20, 1953

	Open	High	Low	Close
Apr.	17.70-95	18.07	17.70	17.95
July	16.50-55	16.58	16.42	16.55b- 60a
Oct.	16.62	16.10	16.00	16.10
Jan.	15.65b	15.72	15.65b	15.65a
Apr.	15.35b	15.38	15.35b	15.35a
July	15.00b	15.05b	15.05b	15.05b- 25a
Sales:	60 lots.			

MONDAY, MARCH 23, 1953

Apr.	17.80b	18.05	18.02	17.88b	93a
July	16.50b	16.61	16.43	16.50	
Oct.	16.00b	16.00	16.00	16.05b	10a
Jan.	15.60b	15.72	15.70	15.70b	75a
Apr.	15.30b	15.38	15.35b	15.40b	45a
July	14.95b	15.10b	15.10b	15.10b	20a
Sales:	31 lots.				
Sales:	98 lots.				

WEDNESDAY, MARCH 25, 1953

Apr.	18.16b	18.16	17.53	17.00
July	16.75b	16.76	16.40	16.40
Oct.	16.25	16.25	15.95	15.95b-16.01a
Jan.	15.77a	15.72	15.55b	16.0a
Apr.	15.50b	15.58	15.25b	15.30a
July	15.25b	15.25b	14.95b	14.95b-15.00a

Sales: 86 lots.

THURSDAY, MARCH 26, 1953

Apr.	17.43-15	17.45	17.15	17.20-15
July	16.35b	16.50	16.40	16.40
Oct.	15.95b	16.00	16.00	15.95b-16.00a
Jan.	15.55b	15.62	15.55b	16.0a
Apr.	15.30b	15.38	15.25b	15.30a
July	15.00b	15.05b	14.95b	14.95b-15.00a

Sales: 57 lots.

JAN. POULTRY CANNING

The quantity of poultry canned or used in canning during January totaled 17,260,000 lbs.—29 per cent more than the 13,425,000 lbs. canned during January last year and 45 per cent more than the 1947-51 average quantity of 11,884,000 lbs., the Bureau of Agricultural Economics has reported.

The quantity of poultry certified under Federal Inspection during January totaled 62,644,000 lbs. compared with 54,732,000 lbs. during January last year. Of the 62,644,000 lbs. inspected in January, 16,682,000 lbs. were for canning and 45,962,000 lbs. were eviscerated for sale. Of the quantity inspected during January a year ago, 12,885,000 lbs. were for canning and 41,847,000 lbs. were eviscerated for sale.

ANIMAL FOODS PRODUCTION

A total of 35,067,312 lbs. of animal foods were canned under federal inspection during February, according to a Bureau of Animal Industry report. This was compared with 35,122,810 lbs. of product canned in January and 48,249,979 lbs. in February, 1952.

LIVESTOCK CAR LOADINGS

A total of 6,380 cars were loaded with livestock during the week ended March 14, 1953, according to the American Association of Railroads. This was a decrease of 773 cars from the same week in 1952 and 778 less than during the same period of 1951.

LIVESTOCK MARKETS

Weekly Review

Early Lamb Crop About 2% Larger Than Year Ago

The 1953 early lamb crop in the principal early lamb producing states is estimated to be about 2 per cent larger than last year, according to the Bureau of Agricultural Economics. This larger early lamb crop is mainly due to a larger number of breeding ewes on farms in California, the leading early lamb producing state.

In the Southeastern States the number of early lambs saved is about the same as a year ago. The proportion of ewes lambing before March 1 is also about the same as last year. Missouri has a larger crop than last year, while Texas has a smaller crop. The Pacific Northwest has a slightly smaller early lamb crop than last year.

California: The condition of the early lamb crop has been good, but prospects for further development are unfavorable due to the limited amount of range feed. Cold, dry weather has been unfavorable for the range feed supply. The current outlook for early lambs is for slow growth, late marketing and a smaller percentage of fat lambs than a year ago.

Arizona: Early lambs are making good gains with marketing expected to start in late March. However, the bulk of the marketing will come after the middle of April.

Texas: The number of breeding ewes on January 1 was down 7 per cent, pointing to a smaller early lamb crop. Early lamb prospects are very good in eastern and northeastern plateau counties, but very poor over the remainder of the state. Timely rainfall in the fall of 1952 produced good feed in eastern and northeastern counties. With limited feed supplies this year, spring lambs may be shipped out as stockers and feeders instead of for slaughter.

Southeastern States: Reports indicate that there will be about the same number of early spring lambs this year as last year. The number of breeding

ewes on farms January 1, 1953, was up about 2 per cent, but this number was offset by slightly smaller percentage of early lambs.

Tennessee: Extremely dry weather in 1952 caused poor pastures and delayed breeding of ewes. Ample rainfall and mild temperatures during the winter have been favorable for good development of lambs, but the crop is later than usual and the movement to market will be later than last year.

Kentucky: The number of early lambs is slightly less than a year earlier due to a smaller percentage of ewes lambed. Feed supplies have been short in most areas, but the mild, open winter has improved the situation.

Virginia: The condition of early lambs is reported to be good to excellent. Supplies of feed have been plentiful, although a tight hay situation existed during the early winter months.

Missouri: The 1953 early lamb crop is slightly larger than in 1952 due to a larger number of ewes lambing. There has been a shortage of feed but the mild weather has been favorable for growth of early lambs.

Northwestern States: Weather has been mild in this area and favorable for early lambs. Prospects are for a slightly smaller early lamb crop this year. The peak of the early lamb marketings is expected to come about the usual time.

CANADIAN LIVESTOCK

February average prices for livestock at 11 Canadian markets as reported to THE NATIONAL PROVISIONER.

	STEERS to 1000 lbs.	VEAL CALVES	HOGS*	LAMBS
		Good. Ch.	B' Dr.	Gd.
Toronto ...	\$21.89	\$30.07	\$25.84	\$26.38
Montreal ...	21.92	30.73	27.25	22.28
Winnipeg ...	20.07	26.50	23.55	24.28
Calgary ...	20.19	24.65	23.87	22.40
Edmonton ...	20.35	27.84	23.68	21.98
Lethbridge ...	18.58	22.00	23.64	22.45
Pr. Albert ...	19.56	24.91	21.85	19.20
Moose Jaw ...	19.68	23.22	22.01	18.00
Saskatoon ...	20.05	28.48	22.34	20.65
Regina ...	19.24	25.44	22.14	20.50
Vancouver ...	19.57	25.46	24.59	21.50

*Dominion Government premiums not included.

Criticize VE Handling

(Continued from page 17)

feeding of uncooked garbage to hogs is prohibited. We feel that your Department has not gone as far as it could go in prohibiting the interstate shipment of hogs so fed."

The experience of California packers, who have found shipped-in hogs infected with VE, although they were "clean" when they left their midwestern point of origin a few days earlier, indicates that the disease is sometimes picked up en route. One of the large packing companies has issued instructions to its buyers and others to avoid the danger of infection during transport.

The company has announced that it will insist on use of cleaned and disinfected cars for all shipments; moreover, since railroad-cleaned and disinfected cars have sometimes proved unsatisfactory, the firm emphasizes that all cars must be inspected prior to loading and that all bedding and manure must be removed, even from the cracks. The disinfecting solution must conform with the government recommendation and consist of:

"Four per cent sodium carbonate (soda ash), at the rate of 1 lb. to 3 gallons of water, or sal soda at the rate of 12½ oz. to 1 gallon of water, or 2 per cent sodium hydroxide (lye), at the rate of one 13-oz. can to 5 gallons of water."

The company is also specifying on all contracts: "Do not unload enroute."

BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in February, 1953, were reported by the USDA.

	Cattle	Calves	Hogs	Sheep
Receipts	19,800	5,485	6,187	50,206
Shipments	12,930	2,272	2,247	45,476
Local slaughter	6,870	3,163	3,940	4,729

Valued at \$3,424,738,000, United States agricultural exports in 1952 showed a 15 per cent decline from \$4,040,054,000 the year before.

BLOOMINGTON, ILL.
CHATTANOOGA, TENN.
CINCINNATI, OHIO
DAYTON, OHIO
DETROIT, MICH.
FT. WAYNE, IND.
INDIANAPOLIS, IND.
JACKSON, MISS.
JONESBORO, ARK.
LAFAYETTE, IND.
LOUISVILLE, KY.
MONTGOMERY, ALA.
NASHVILLE, TENN.
OMAHA, NEBRASKA
SIOUX CITY, IOWA
SIOUX FALLS, S.D.

**K-M offers a
well-planned and
convenient hook-up**



KENNETT-MURRAY
LIVESTOCK BUYING SERVICE



BLACK HAWK

PORK • BEEF • VEAL • LAMB • SMOKED MEAT
FRIED SAUSAGE • VACUUM COOKED MEAT

THE RATH PACKING CO., WATERLOO, IOWA

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at eleven leading markets in Canada during the week ended March 14, compared with the same time 1952, were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lb.	1953	Good and Choice	1953	Gr. B ¹	Dressed	1953	Gd.
Toronto	\$20.94	\$26.80	\$29.33	\$33.00	\$28.35	\$25.60	\$26.24	\$30.24
Montreal	21.50	27.45	28.45	30.50	28.10	25.60	22.00	25.00
Winnipeg	18.50	23.96	27.00	34.00	26.10	24.35	24.00	25.50
Calgary	18.50	23.96	27.00	34.00	26.10	24.35	24.00	25.50
Edmonton	18.00	24.50	26.50	34.00	25.75	23.35	20.25	21.00
Lethbridge	18.30	25.00	26.50	34.00	25.75	23.35	22.25	22.00
Pr. Albert	17.50	23.50	23.00	36.00	24.70	23.35	22.00	24.00
Moose Jaw	18.75	25.75	25.75	35.00	25.10	23.00	20.30	24.00
Saskatoon	17.75	23.25	28.00	35.00	25.10	23.00	18.00	24.00
Regina	18.10	25.00	27.00	34.00	25.10	23.00	18.00	24.00
Vancouver	19.25	30.75	32.25	37.10	27.10	23.35	22.00	24.00

*Dominion Government premiums not included.



218 WEST OREGON STREET • MILWAUKEE 4, WISCONSIN

QUALITY PRODUCERS OF

✓ BONELESS COW MEAT

✓ BONELESS BULL MEAT

✓ BONELESS BEEF CUTS

✓ LIVERS, TONGUES, ETC.

NORTHERN COWS EXCLUSIVELY

Telephone: BBroadway 1-0426

WE INVITE YOUR INQUIRY!



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, March 24, were reported by the Production and Marketing Administration as follows:

St. L. M. S. Yds. Chicago Kansas City Omaha St. Paul

HOGS (Includes Bulk of Sales)

BARROWS & GILTS:

Choice:	120-140 lbs.	... \$16.00-18.25	None rec.	None rec.	None rec.	None rec.
	140-160 lbs.	... 18.00-20.00	\$17.50-19.25	None rec.	None rec.	\$19.00-20.00
	160-180 lbs.	... 19.75-20.75	19.00-20.50	None rec.	\$18.00-20.75	20.25-21.00
	180-200 lbs.	... 20.65-20.75	20.28-20.65	\$20.75-21.00	20.50-21.00	20.25-21.00
	200-220 lbs.	... 20.65-20.75	20.60-20.75	20.75-21.00	20.50-21.00	20.25-21.00
	220-240 lbs.	... 20.15-20.75	20.50-20.85	20.75-21.00	20.50-21.00	20.25-21.00
	240-270 lbs.	... 19.65-20.50	20.40-20.90	20.00-20.85	20.00-20.75	19.00-20.50
	270-300 lbs.	... 19.50-20.00	20.00-20.50	None rec.	19.25-20.25	19.25-20.75
	3'0-330 lbs.	... None rec.	19.85-20.15	None rec.	18.25-19.50	18.50-19.00
	330-360 lbs.	... None rec.	19.50-20.00	None rec.	18.25-19.50	18.00-18.50
Medium:	160-220 lbs.	... None rec.	None rec.	None rec.	17.50-20.25	None rec.

SOWS:

Choice:	270-300 lbs.	... 19.50-19.75	None rec.	None rec.	18.50-19.50	18.50-19.00
	300-330 lbs.	... 19.50-19.75	19.00-19.25	19.00-19.25	18.50-19.50	18.50-19.00
	330-360 lbs.	... 19.25-19.75	19.00-19.25	18.75-19.25	18.50-19.50	18.25-18.75
	360-400 lbs.	... 19.00-19.50	18.50-19.00	18.50-19.00	18.50-19.50	18.00-18.50
	400-450 lbs.	... 18.50-19.25	18.00-18.75	18.25-18.75	17.00-18.75	17.50-18.50
	450-550 lbs.	... 17.25-18.75	17.25-18.25	18.00-18.50	17.50-18.75	17.00-18.00
Medium:	250-300 lbs.	... None rec.	16.50-18.00	17.50-18.25	16.75-18.75	None rec.

SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:	700-900 lbs.	... 24.00-26.50	24.00-27.50	23.50-26.00	23.75-25.75	22.50-24.50
	900-1100 lbs.	... 24.00-26.50	24.50-28.00	23.75-26.50	23.75-26.25	23.00-25.50
	1100-1300 lbs.	... 23.50-26.00	24.25-28.00	23.75-26.50	23.75-26.25	23.00-25.50
	1300-1500 lbs.	... 23.00-26.00	24.00-27.50	23.00-26.00	23.00-25.75	22.50-25.00

Choice:

Choice:	700-900 lbs.	... 21.50-24.00	22.00-24.50	21.25-23.75	20.25-23.75	21.00-23.00
	900-1100 lbs.	... 21.50-24.00	21.75-24.00	21.25-23.75	20.25-23.75	21.00-23.00
	1100-1300 lbs.	... 21.50-23.50	21.50-24.50	21.00-23.75	20.25-23.75	20.50-23.00
	1300-1500 lbs.	... 21.00-23.50	21.25-24.50	21.00-23.75	20.00-23.75	20.50-23.00

Good:

Good:	700-900 lbs.	... 19.50-21.50	20.50-22.00	19.00-21.25	18.25-20.25	19.00-21.00
	900-1100 lbs.	... 19.50-21.50	20.25-22.00	19.00-21.25	18.25-20.25	19.00-21.00
	1100-1300 lbs.	... 19.00-21.50	20.00-21.75	19.00-21.00	18.00-20.25	19.00-21.00

Commercial:

Commercial:	all wts.	... 17.00-19.50	18.00-20.50	17.50-19.00	16.00-18.25	16.50-19.00
-------------	----------	-----------------	-------------	-------------	-------------	-------------

Utility:

Utility:	all wts.	... 15.50-17.00	16.50-18.00	15.50-17.50	14.50-16.00	15.00-16.50
----------	----------	-----------------	-------------	-------------	-------------	-------------

HEIFERS:

Prime:	600-800 lbs.	... 23.50-26.00	23.50-24.50	23.25-25.00	22.75-24.75	22.50-24.00
	800-1000 lbs.	... 23.00-25.50	23.50-24.75	23.00-25.00	22.00-24.75	22.50-24.00

Choice:

Choice:	600-800 lbs.	... 21.50-23.50	21.50-23.50	20.75-23.25	19.75-22.75	21.00-22.50
	800-1000 lbs.	... 21.00-23.00	21.00-23.50	20.50-23.25	19.25-22.75	21.00-22.50

Good:

Good:	500-700 lbs.	... 19.00-21.50	20.00-21.50	18.50-20.75	17.50-19.75	19.00-21.00
	700-900 lbs.	... 18.50-21.50	19.50-21.50	18.00-20.75	17.50-19.75	19.00-21.00

Commercial:

Commercial:	all wts.	... 17.00-29.00	17.00-20.00	16.50-18.50	15.75-17.50	16.00-19.00
	Utility, all wts.	... 15.00-17.00	15.00-16.50	14.50-15.50	13.25-14.50	13.50-15.00

Canner & cutter:

Canner & cutter:	all wts.	... 11.50-13.50	12.00-13.75	11.00-13.50	11.75-13.25	12.00-14.00
------------------	----------	-----------------	-------------	-------------	-------------	-------------

All Wt. (Yrs. Excl.) All Weights:

Good	None rec.	14.50-17.00	None rec.	14.00-16.00	13.50-14.50
Commercial	16.00-17.00	18.50-19.50	16.50-17.75	15.50-17.75	13.50-14.50
Utility	15.00-16.00	16.00-18.50	15.00-16.50	14.50-16.50	16.00-18.00
Cutter	14.00-15.00	14.00-16.00	13.50-15.00	13.50-14.50	15.00-18.00

VEAL/HEIFER, All Weights:

Choice & prime..	25.00-32.00	27.00-28.00	23.00-25.00	25.00-27.00	24.00-27.00
Com'l & good...	18.00-25.00	17.00-27.00	16.00-23.00	18.00-25.00	17.00-24.00

CALVES (500 Lbs. Down):

Choice & prime..	21.00-25.00	19.00-23.00	21.00-23.00	20.00-25.00	22.00-25.00
Com'l & good...	16.00-21.00	15.00-19.00	15.00-21.00	16.00-20.00	15.00-22.00

SHEEP & LAMBS:

LAMBS (110 Lbs. Down):	Choice & prime..	23.00-24.50	22.50-23.50	23.25-23.75	23.50-24.50
	Good & choice..	21.00-23.25	22.00-23.50	21.00-23.25	20.00-23.75

EWES:

Good & choice..

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

CATTLE

	Week ended	Cor. week	Cattle	Calves	Hogs	Sheep
Mar. 21	1952		Mar. 17	9,182	473	18,439
Kansas City	13,568	16,058	Mar. 18	11,146	409	10,899
Omaha	21,945	21,526	Mar. 19	3,953	371	13,932
E. St. Louis	24,115	23,542	Mar. 20	950	198	12,242
St. Joseph	8,975	10,529	Mar. 21	87	22	5,237
Sioux City	10,441	11,340	Mar. 22	18,400	335	11,110
Wichita	3,343	4,523	Mar. 24	6,500	300	17,500
New York &	8,204	8,993	Mar. 25	10,000	300	12,500
Jersey City	4,077	5,386	*Week so far			
Cincinnati	3,775	4,600	Week ago	34,906	935	41,110
Denver	8,451	12,414	Year ago	33,399	1	38,783
St. Paul	15,012	15,426	2 yrs. ago	24,641	1,023	38,764
Milwaukee	3,890	3,902	*Including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.			
Total	135,100	147,886				

HOG

	Week ended	Cor. week	Cattle	Calves	Hogs	Sheep
Chicago	39,735	35,495	Mar. 17	3,359	24	275
Kansas City	11,058	13,011	Mar. 18	4,927	25	167
Omaha	28,769	31,720	Mar. 19	1,750	30	429
E. St. Louis	37,006	33,235	Mar. 20	1,066	568	673
St. Joseph	24,198	27,538	Mar. 21	237	7	268
Sioux City	24,572	22,973	Mar. 22	4,670	268	351
Wichita	3,556	8,788	Mar. 24	2,000	2,000	1,000
New York &	7,444	45,620	Mar. 25	3,000	1,000	1,500
Jersey City	11,457	11,470	*Week so far			
Oklahoma City	15,286	13,963	Week ago	11,800	55	1,416
Cincinnati	11,042	12,053	Year ago	13,404	32	2,555
Denver	34,526	38,000	2 yrs. ago	8,181	36	2,210
St. Paul	6,711	5,580				
Milwaukee	202,860	209,464				
Total	202,860	209,464				

SHEEP

	Week ended	Cor. week	Cattle	Calves	Hogs	Sheep
Chicago	8,344	8,813	Mar. 17	8,813	5,388	
Kansas City	3,092	3,101	Mar. 18	6,886		
Omaha	16,987	15,638	Mar. 19	14,788		
E. St. Louis	2,433	3,114	Mar. 20	4,444		
St. Joseph	6,456	7,834	Mar. 21	9,318		
New York &	6,071	6,500	Mar. 22	7,600		
Jersey City	3,247	4,720	Mar. 23	5,185		
Oklahoma City	152	222	Mar. 24	173		
Cincinnati	1,429	12,896	Mar. 25	7,913		
Denver	4,691	5,000	*Packer's purch.			
St. Paul	1,103	730	42,804	43,501		
Milwaukee	1,103	730	Shippers' purch.	2,408	4,643	
Total	94,279	109,435	45,212	40,144		

*Cattle and calves.

†Federally inspected slaughter, including directs.

‡Stockyards sales for local slaughter.

§Stockyards receipts for local slaughter, including directs.

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, March 25, were as follows:

CATTLE:

Steers, ch. & pr.	None rec.
Steers, gd. ch.	\$21,500/22,00
Heifers, gd. ch.	18,000/20,00
Heifers, util. com'l.	16,000/18,00
Cows, com'l.	15,000/16,00
Cows, utility	15,500/16,00
Cows, canner, cutter	9,000/14,00
Bulls, util. com'l.	11,000/18,00
Bulls, can. & util.	15,000/16,00

VEALERS:

Choice & prime	\$28,000/30,00
Good & choice	25,000/26,00
Utility & com'l.	17,000/19,00
Cull	11,000/12,00

HOGS:

Good & prime	\$21,500/22,50
Sows, 340/440	17,000 only

SHEEP:

Lambs, util. & ch.	18,000 only
--------------------	-------------

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mar. 17	9,182	473	18,439	5,178
Mar. 18	11,146	409	10,899	5,207
Mar. 19	3,953	371	13,932	2,820
Mar. 20	950	198	12,242	446
Mar. 21	87	22	5,237	17
Mar. 22	18,400	335	11,110	8,514
Mar. 24	6,500	300	17,500	7,500
Mar. 25	10,000	300	12,500	3,600
*Week so far				
Week ago	34,906	935	41,110	19,614
Year ago	33,399	1	38,783	17,586
2 yrs. ago	24,641	1,023	38,764	3,785

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

2 yrs. ago

including 50 cattle, 12,316 hogs and 9,240 sheep direct to packers.

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A., Production & Marketing Administration)

STEER AND HEIFER: Carcasses

Week ending Mar. 21, 1953.	14,893
Week previous	14,989
Same week year ago	12,780

BEEF CURED:

Week ending Mar. 21, 1953.	35,462
Week previous	8,875
Same week year ago	17,360

COW:

Week ending Mar. 21, 1953.	1,070
Week previous	923
Same week year ago	1,644

BULL:

Week ending Mar. 21, 1953.	677
Week previous	532
Same week year ago	594

VEAL:

Week ending Mar. 21, 1953.	16,273
Week previous	12,483
Same week year ago	13,380

LAMB:

Week ending Mar. 21, 1953.	38,572
Week previous	33,450
Same week year ago	36,380

MUTTON:

Week ending Mar. 21, 1953.	955
Week previous	1,096
Same week year ago	1,781

HOG AND PIG:

Week ending Mar. 21, 1953.	7,194
Week previous	7,735
Same week year ago	19,454

PORK CUTS:

Week ending Mar. 21, 1953.	1,318,388
Week previous	1,660,870
Same week year ago	1,627,592

BEEF CUTS:

Week ending Mar. 21, 1953.	79,829
Week previous	134,906
Same week year ago	7,333

VEAL AND CALF CUTS:

Week ending Mar. 21, 1953.	9,262
Week previous	5,371
Same week year ago	6,559

LAMB AND MUTTON CUTS:

Week ending Mar. 21, 1953.	4,413
Week previous	2,255
Same week year ago	1,058

PORK CURED AND SMOKED:

Week ending Mar. 21, 1953.	418,643
Week previous	497,038
Same week year ago	733,191

LARD AND PORK FATS:

Week ending Mar. 21, 1953.	11,800
Week previous	101,847
Same week year ago	81,868

LOCAL SLAUGHTER

CATTLE:

Week ending Mar. 21, 1953.	8,294
Week previous	8,993
Same week year ago	5,820

CALVES:

Week ending Mar. 21, 1953.	7,906
Week previous	7,097
Same week year ago	6,324

HOGS:

Week ending Mar. 21, 1953.	44,944
Week previous	45,620
Same week year ago	53,427

SHEEP:

Week ending Mar. 21, 1953.	37,590
Week previous	41,102
Same week year ago	38,283

COUNTRY DRESSED MEATS

VEAL:

Week ending Mar. 21, 1953.	8,345
Week previous	8,258
Same week year ago	6,953

HOG:

Week ending Mar. 21, 1953.	22
Week previous	26
Same week year ago	28

LAMB AND MUTTON:

Week ending Mar. 21, 1953.	189
Week previous	191
Same week year ago	100

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ending March 21, was reported by the U. S. Department of Agriculture as follows:

City or area	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	9,574	11,310	47,548	42,422
Baltimore, Philadelphia	6,025	1,078	26,756	945
Cincinnati, Cleveland, Detroit, Indianapolis	14,876	5,764	91,468	8,203
Chicago Area	24,672	5,816	78,215	16,600
St. Paul-Wis. Area ²	25,299	32,657	100,324	9,713
Iowa-So. Minnesota	25,362	8,587	228,342	32,791
St. Louis Area ³	13,564	4,667	84,149	7,131
Sioux City	10,717	—	26,948	7,949
Omaha	27,019	384	44,442	20,696
Kansas City	12,583	2,128	30,012	9,758
Louisville, Evansville, Nashville, Memphis	6,639	6,702	46,195	Available
Georgia-Alabama Area ⁴	5,658	1,045	23,351	
St. Joseph, Wichita, Oklahoma City	16,628	1,627	43,393	14,268
Ft. Worth, Dallas, San Antonio	14,806	6,355	18,214	11,863
Denver, Ogden, Salt Lake City	11,988	448	14,217	15,466
Los Angeles, San Francisco Areas ⁵	22,773	1,474	31,841	31,216
Portland, Seattle, Spokane	5,558	308	11,806	4,589
Grand total	253,631	99,330	947,221	233,611
Total previous week	262,441	91,406	936,452	230,424
Total same week, 1953	167,452	70,226	1,153,582	206,833

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁵Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁶Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

Receipts reported by the USDA, Production & Marketing Administration

CLASSIFIED ADVERTISING

POSITION WANTED

SUPERINTENDENT PORK OPERATIONS

Able and willing to assume full responsibility for all plant operations and turn out uniform product at minimum cost. I can and have supervised any department in a pork plant. Income requirements \$300.00 per week. W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER

Medium sized operation, thoroughly versed in all phases of the industry, including processing, manufacturing, purchasing, fleet operations, sales management and maintenance. Cost conscious, alert and industrious, 20 years' practical experience. Age 41, in excellent health, married, have family. W-112, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

TECHNICAL CONSULTANT

Dealing with problems involving laboratory planning and installation, chemistry of meats and by-products, curing, sausage, sewage disposal, sanitation, packaging, quality control, B.A.I. regulations and government contracts. W-57, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER or SUPERINTENDENT

Fully experienced, large and small plants, practical, efficient, slaughtering, cutting, sausage manufacturing, fresh, dry and specialties. Canned meats, curing, rendering, oils, glues, feeds, etc. Excellent references. W-52, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: Available. Capable up-to-date man, accustomed to handling large operations. Top salary expected, but best results assured. Finest references. Philadelphia area preferred, but will go any place. W-105, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

EXCEPTIONAL sausage superintendent and smoked meat processor desires position in Minnesota or Wisconsin. W-113, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOREMAN: 15 years' packing house experience, 5 years as hog cut and beef boning foreman. Age 32. Position as foreman wanted. W-114, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SAUSAGE PRODUCTION MANAGER

Experience necessary. Must know how to make quality merchandise, handle help and figure costs. Give age, experience and salary expected. Good opportunity for right man. W-125, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEAT BROKER

Excellent opportunity for experienced broker with a growing well established firm located in Chicago. Replies kept in strict confidence. W-118, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Inside boneless beef salesman with following to run boneless beef department. No capital necessary. 50% of the profits. W-121, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

GET ACTION with a "CLASSIFIED" IN THESE COLUMNS

HELP WANTED

PRODUCT MAN: Who is familiar with sales and plant operation for progressive young meat market packer. Should have 2-5 years experience in merchandising products. Must be able to coordinate movement of plant product with sales requirements. Opportunity to build a job commensurate with ability. Reply giving experience and details. Applications held in strict confidence. W-101, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PRODUCE MANAGER: And salesman. Excellent opportunity for a young man with a knowledge of the produce department of a small packing company. The opportunity for the right person. In answering, please give experience, etc. W-106, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Wanted by well established eastern manufacturer of spices, seasonings and binders. Potential earnings well into five figures. Very attractive arrangements. In replying, give full details and previous experience. Application will be held in strict confidence. W-107, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

WANTED: Experienced person for all around laboratory and quality control work in food plant. College degree not necessary. Permanent position with advancement possibilities. Reply giving experience details. THE SMITHFIELD HAM & PRODUCTS CO., INC., SMITHFIELD, VIRGINIA.

WANTED: Experienced office clerk to handle livestock accounting, product billing and accounting, accounts payable. State age, qualifications, experience and give references. Send recent snapshot. Bridgford Packing Company, P.O. Box 552, Anaheim, California.

ASSISTANT SAUSAGE MAKER: Wanted. Must be experienced on cutter and stuffer. W-109, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

March
ure as

Sheep
Lambs
42,422
945
8,203
16,600
9,713
32,791
7,131
7,049
20,696
9,758
Not
available

14,569
11,863
15,466
31,216
4,589
233,611
230,424
206,833

So. St.
Includes
ttumwa.
des Bir-
s, Moul-
francisco,
stration)

plants
d Tif-
lorida,

Hogs
12,365
13,404
15,801

ales and
midwest
perience
e to co-
th sales
ob com
perience
idence.
, 15 W.

Excellent
knowledge
e of the
company.
answer-
6. THE
ron St.,

by well
res, sec-
well into-
ents. In
experience
idence.
, 18 E.

around
d plant.
nt posi-
y giving
HAM &
RGINIA.

handle
account
lications.
at snap-
Box 552,

I. Must
00. THE
ron St.,

, 1953